

The **NATIONAL UNDERWRITER**

Are You an Expert?

NEARLY everybody is an expert on something. Maybe it's stamps or candid cameras; maybe it's mining, tobacco or banking methods.

But it takes years of study and experience to know one subject reasonably well—and that goes double for insurance.

The experienced agent sees risks you'd never think of—and insurance economies you'd never guess. When a claim occurs, he is your expert representative.

Insurance that minimizes the agent's function may lessen your protection, your service. Insurance is dollar protection. There are no cut-rate dollars for sale.

Why not let an experienced agent or broker take a look at your business from an insurance point of view? Like a check-up by your family doctor, it can do no harm—may save your business life.

NATIONAL SURETY CORPORATION

VINCENT CULLEN, President

This is one of a series of advertisements appearing in national publications in the business and financial fields.

These viewpoints have tested sales and competitive power because they are founded on fact.

Use them!

THURSDAY, SEPTEMBER 22, 1938



This is No. 13 of the series, "Round the World with the Royal-Liverpool Groups."

The above alphabet-wrecking caption is the name of a notable Maori college in New Zealand which burned to the ground last year, the loss being one in which the Royal-Liverpool Groups were substantially involved.

The college stood on the site of an old mission station established during the earliest period of the white settlement.

In the background of the lower photograph (taken after the fire from the lawn adjacent to the chapel) may be seen trees which were planted a century ago.

Through their world-wide facilities and their time-tested capital stock organization, Companies of the Royal-Liverpool Groups offer unsurpassed facilities for obtaining coverage on desirable risks in the United States and in more than 100 countries, colonies and dependencies.

ROYAL LIVERPOOL GROUPS

ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK, N. Y.

AMERICAN & FOREIGN INSURANCE COMPANY • BRITISH & FOREIGN MARINE INSURANCE COMPANY, LTD. • CAPITAL FIRE INSURANCE COMPANY OF CALIFORNIA • THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD. • THAMES & MERSEY MARINE INSURANCE COMPANY, LTD. • QUEEN INSURANCE COMPANY OF AMERICA • THE NEWARK FIRE INSURANCE COMPANY • FEDERAL UNION INSURANCE COMPANY • ROYAL INSURANCE COMPANY, LTD. • THE SEABOARD INSURANCE COMPANY • STAR INSURANCE COMPANY OF AMERICA

When They Turn Up The Heat -

Your clients and prospects should be covered by F. & C. Residence Steam Boiler insurance with its valuable inspection service.

Every residence offers a possible opportunity for placing this protection.



America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



and Indemnity Group

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

BERNARD M. CULVER, President
FRANK A. CHRISTENSEN, Vice-President

New York, N.Y.

NEW YORK

CHICAGO

SAN FRANCISCO

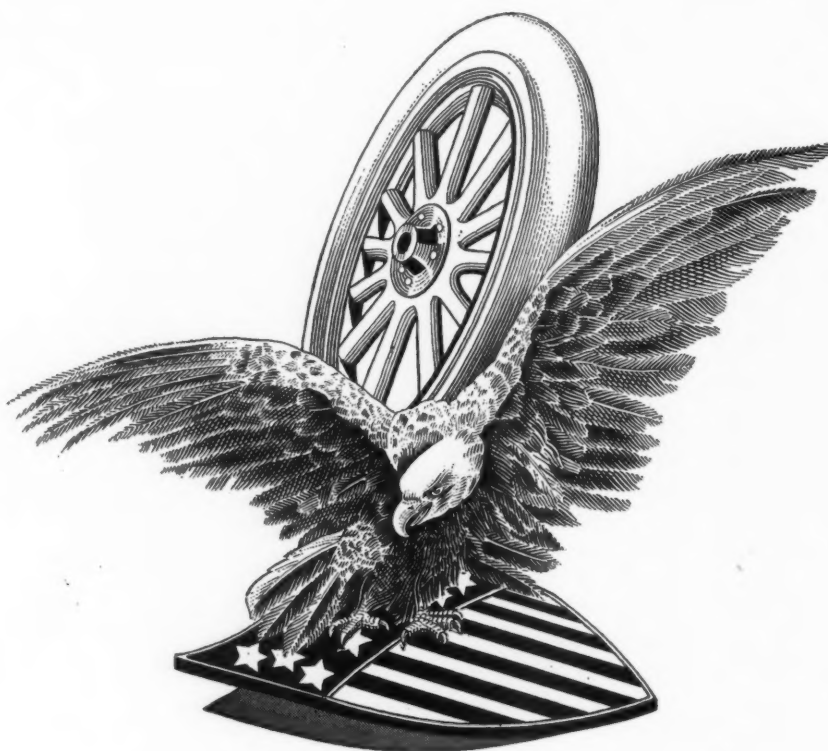
ATLANTA

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PROUDLY REPEATING---

"American Auto Agents and Brokers are typically representative of those thousands of experienced insurance counselors whose capable and painstaking services to the individual policyholder have so firmly established the intelligent preference for *Stock Insurance Through Accredited Agents and Brokers*—"



Oldest and Largest Insurers of Automobiles Exclusively

AMERICAN AUTOMOBILE INSURANCE COMPANY

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ST. LOUIS, MISSOURI

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The NATIONAL UNDERWRITER

Forty-second Year—No. 38

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, SEPTEMBER 22, 1933

\$4.00 Per Year, 20 Cents a Copy

Plan Another Long Haul Truck Meeting in New York

Committee of Nine Securing Additional Data — May Draft Program for Pool

NEW YORK—Within 30 days it is anticipated managerial committee of nine that has been studying the long haul trucking proposition for some time, will hold another meeting here. Additional data on various phases of the subject, accumulated since the last conference, will be analyzed and possibly a definite program for writing the business through a pooling arrangement or other method, worked out.

All long haul trucking concerns are vitally interested in the matter of proper insurance coverage. Regulations of the Interstate Commerce Commission require indemnity be adequate as to amount and written by licensed insurance carriers of high financial standing.

Business Loss Producer

While a number of companies have written long haul truck risks for several years and are still doing so, the majority look askance at the line in view of its generally unsatisfactory loss record.

Recognizing the difficulties encountered in handling trucking risks so far as individual offices are concerned, the idea of a pooling arrangement such as has been in existence for years in the grain, oil, lumber and cotton industries, where huge aggregate values often are centered at specific locations or in transit, was broached last March and informally considered by a number of company executives. As an outcome of the preliminary gathering, P. B. Sommers, president American of Newark group, appointed as a committee to explore the whole subject from an underwriting standpoint: F. A. Christensen, vice-president America Fore; Guy E. Beardsley, vice-president Aetna Fire; C. A. Nottingham, assistant United States manager Royal-Liverpool groups; Jesse W. Randall, vice-president Travelers; E. J. Bond, Jr., president Maryland Casualty; Kenneth Spencer, vice-president Globe Indemnity; D. C. Bowersock, marine secretary Providence Washington; John Rogers, Chubb & Son, and E. J. Perrin, vice-president Automobile. Thus the three major divisions of insurance concerned in the business are represented. Mr. Christensen was chosen chairman.

Are Seeking Suggestions

In preparation of any program, even tentatively, the viewpoint of trucking industry would be fully ascertained and suggestions studied with a view to incorporating them. The ideas of the insurance division of the I. C. C. likewise would be given attention, the mutuality of interest being fully recognized.

What the aggregate annual premium income that might be derived from the

Palmer Tackles Auto Line In All Its Phases

Reaction Favorable to Strong Stand in Illinois on Finance Business

The reaction among company executives to the "informal hearing" conducted in Chicago last week by Insurance Director Palmer on the question of automobile finance business is, for the most part, favorable. Here and there, during the proceedings, Mr. Palmer made some rather stinging remarks and he seems to have done a little teasing, but the insurance people have learned pretty well how to take Mr. Palmer and they feel that he is engaged upon a worthwhile undertaking.

Most insurance executives are free to confess that conditions surrounding the insuring of automobile finance accounts are intolerable, and much as they would desire, for the sake of appearances, to have the reforms originate from within the business, they are convinced that this is well nigh impossible and that the kind of external pressure that Mr. Palmer is exerting is desirable. Here and there, the counsel of imperfection is pleaded. The theory is sometimes voiced that no matter what is done, finance companies have become so dependent upon a profit from the insurance side of their operations, that they will continue to get it in one way or another, such as by the formation of their own insurance companies. The majority opinion, however, seems to be that the insurance business is degraded by being made a partner to sharp and irregular operations and that reforms should be brought about.

See Change in Wind

A large number of those attending the hearing in Chicago had no immediate interest in the matter, because they have no finance accounts or at least they have none in Illinois. Some attended, it is

(CONTINUED ON PAGE 12)

long haul trucking business would total is a matter of pure speculation. Those in best position to estimate believe it ranges between \$250,000,000 and \$300,000,000.

Through a pooling arrangement, it is pointed out, it would be possible to standardize types of coverage, prepare regulations governing the type and use of trucks, character and responsibility of drivers, and employ an adequate number of competent terminal inspection engineers and a road patrol, services in which, obviously, no single company could afford to engage on its own behalf.

Under I. C. C. rules, which have been adopted by a growing number of states, many hazards associated with long haul trucking have been overcome, either entirely or in degree, and it is in a fair prediction that still further advances along safety lines will result as time passes and various state and the national regulatory bodies broaden the scope of their activities.

Moves to Bring About Uniformity as to Rates, Territories, Etc.

Entirely aside from the question of automobile finance business, the Illinois department this week embarked upon another program in connection with the automobile line. It is an endeavor to bring about a greater degree of uniformity among companies insofar as rates, territorial divisions, forms and various other practices in automobile insurance are concerned. Ever since the department gained a measure of control over automobile rates through passage of the Illinois insurance code, those at the department have been outspoken in their dismay at the multiplicity of plans that are being pursued by automobile writing companies in the state.

Insurance Director Palmer has appointed two committees of company representatives. One committee is to deal with the automobile fire, theft, comprehensive and collision side of the picture, and the other will treat with the casualty end. It is quite likely that the casualty committee will have the most difficult and complicated task.

Meetings in Springfield

Although Mr. Palmer left Sunday to attend the big casualty convention at White Sulphur Springs, West Virginia, meetings of these committees were held in Springfield this week with deputies in the department in charge. The fire committee started its sessions Monday afternoon and the casualty group gathered Wednesday afternoon.

The membership of the fire committee includes The National Automobile Underwriters Association, American Mutual Alliance, Allied Bureau, which files for half a dozen companies, Chicago Motor Club, American Automobile, Illinois Agricultural Mutual, State Farm Mutual Automobile, Allstate, James S. Kemper group, Pacific Fire and General Exchange.

The casualty committee includes National Bureau of Casualty & Surety Underwriters, American Mutual Alliance, Allied Bureau, Midwest Auto Underwriters, Chicago Motor Club, James S. Kemper companies, Illinois Agricultural Mutual, American Automobile, Trinity-Universal, Atlantic, Employers Mutual Casualty of Des Moines, General Accident, and Car & General.

Occupational Rating Change

The Illinois department just recently sent a ruling to those companies that make a distinction in the rate between cars used for business and those used for pleasure purposes. Three requirements are set down. If this plan is used at all in the state, it must be used throughout the state. Some companies apparently have been employing the business, non-business use distinction in Chicago, but not in down-state Illinois.

Whatever differential is made in the rate as between those using their cars

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Hits Wholesaling as Undermining the Agent's Business

W. J. Cheney, Vice-president National Retail Furniture Association, Talks

ASBURY PARK, N. J.—The New Jersey Association of Underwriters members were appealed to as retailers to join the fight against so-called "wholesaling" and other methods of taking business from established retailers. The speaker was W. J. Cheney, New York, vice-president National Retail Furniture Association.

Mr. Cheney reminded his audience that both they and the members of his association are engaged in retailing and that both are vitally interested in attempts to avoid the economic cost of distribution. He pointed out that this cost cannot be avoided, but merely passed on to someone else. Thus, if an article is sold without going through the regular channels of distribution, either the purchasers of other articles through retail channels must bear that article's proportionate share of the distribution cost, or the persons who have invested their capital in setting up the distributive system must write off part of their capital.

Similarity to Insurance

After pointing out the abuses which have arisen in many forms of retailing, Mr. Cheney maintained that an insurance agent occupies a similar position to a retail furniture and other dealer. "If a new type of insurance can be developed," he said, "which affords everything that your insurance affords and can be sold for less, then you had better sell the new type and give up your present connection. But, until someone finds a ledgerdomain in the field of mathematics which will change the present calculations of averages, it would seem that your job is to persuade the public, just as I am trying to persuade you, that there is no sleight of hand in business. If large savings in cost were possible, they would immediately be reflected through competition."

Insurance Companies Doing It

Speaking on the value of the retailer to business, Mr. Cheney continued: "You are either worth what it costs to keep you in your home community or insurance could better be sold and serviced by remote control without you. It is obvious that most of you are performing a service which makes your existence in your local community worth while to every one of your customers. Any one of them can buy insurance without your help but will probably get better insurance with your help. The customer can buy furniture without the help of the retail store, but our investigations have proved that it costs him a lot more to buy furniture that way."

(CONTINUED ON PAGE 12)

Springfield F. & M. Attacks Montana Commission Law

Claim Made That Statute Giving Full Compensation to Resident Agent Is Unconstitutional

HELENA, MONT.—Much interest is taken here in the order by Commissioner Holmes to the Springfield F. & M. to show cause why its license should not be canceled for violation of the state agents' counter signature law. The hearing is set for Sept. 28. Commissioner Holmes asserts that the law requires that an agent must get full commission for any insurance he countersigns.

The Springfield F. & M. issued a policy on the Anaconda Copper Company through a New York broker using J. H. Heilbronner Company of Butte as countersigning agent. It is stated that the Heilbronner office was offered 5 percent commission but demanded 15 percent and refused to countersign the policy. The company then canceled the policy, had it rewritten and negotiated through another agent, the commissioner charges.

Charging that Montana counter signature insurance law is unconstitutional a complaint was filed in the U. S. district court at Helena brought by the Springfield F. & M. against Commissioner Holmes charging that the measure is invalid.

In the complaint the company states that it paid the 5 percent commission to its Montana agent and that the broker who originally secured the policy retained 10 percent. The company asserts that the state law is invalid because it violates provisions of the United States constitution in that the state has no right to control, prohibit or regulate contracts, agreements or arrangements made by the company. The company asks that the law be declared void, that the court perpetually restrain the commissioner from suspending the right of the company to do business and that the court provide a hearing by three judges.

Consider Rehabilitation Bill

The Ohio insurance division at the coming session of the Ohio general assembly may offer a bill providing for an entirely new law relative to rehabilitation, conservation and liquidation of insurance companies. The present law, the department is said to have found, does not provide for sufficient authority in handling companies that are embarrassed. An effort also may be made to have the legislature enact the bill proposed by the National Association of Insurance Commissioners relative to health and accident coverage. This bill, among other things, defines groups and sets up standard provisions.

Loss Record in August Was Less Favorable

NEW YORK—Fire losses during August in the amount of \$20,821,184 were greater by 1.8 percent than those for the preceding month, the National Board estimates. The record for August of the present year exceeded that for the same period of 1937 by 5.3 percent, while the loss record for the first eight months amounts to \$192,463,403, compared with \$190,250,043 for the like period of 1937, and \$199,562,447 in 1936. The record by months for each of the three years is:

	1936	1937	1938
Jan. \$	27,729,930	\$ 25,069,895	\$ 27,676,337
Feb.	30,909,896	28,654,962	26,472,626
March	29,177,406	29,319,029	29,050,968
April	25,786,835	26,663,854	25,616,112
May	21,479,380	21,437,739	22,917,577
June	20,407,485	19,524,765	19,473,617
July	22,357,020	19,812,485	20,434,688
Aug.	21,714,495	19,767,314	20,821,184
Tot.	\$199,562,447	\$190,250,043	\$192,463,403

FIRE COMPANY STATEMENTS

(Report as of June 30, to Georgia Insurance department)

	Capital or Deposit	Assets	Surplus	Six Months	
				Income	Disbursements
Albany	1,000,000	\$ 2,529,814	\$ 781,401	\$ 322,053	\$ 295,252
Allemania	1,200,000	5,223,280	2,176,395	758,668	838,047
American, N. J.	3,343,740	28,352,380	9,530,318	7,623,247	7,755,484
American Central	1,000,000	7,356,442	3,464,974	1,290,445	1,303,768
American Druggists	750,000	2,240,451	1,213,254	249,968	286,427
American Eagle	1,000,000	14,043,446	8,948,313	1,801,635	1,405,106
American Equitable	1,000,000	8,959,079	2,586,422	2,463,387	3,037,112
American & Foreign	1,500,000	5,705,621	2,718,404	719,617	961,669
Atlas, Eng.	1,000,000	6,147,561	1,928,792	1,657,089	1,815,155
British General	850,850	1,326,244	464,406	221,613	227,679
Baltimore American	1,500,000	6,042,952	1,603,475	1,226,759	1,388,844
British American	200,000	2,652,056	1,660,389	334,811	376,067
Buffalo	1,000,000	6,982,125	2,161,421	1,231,317	1,176,429
Connecticut	2,000,000	21,784,574	13,496,465	3,040,293	2,769,966
City of New York	1,500,000	5,191,922	1,049,201	1,249,949	1,616,206
Columbia, N. J.	1,000,000	3,378,686	1,440,603	429,535	463,339
Columbia, O.	1,000,000	3,043,694	1,455,883	348,244	323,991
Coml. Union, Eng.	1,000,000	12,541,541	5,686,626	3,184,802	3,069,997
Dixie Fire	1,000,000	1,985,351	547,483	312,799	281,031
Equitable F. & M.	1,000,000	6,735,070	4,482,184	633,370	567,185
Export, N. Y.	450,000	879,826	347,498	128,641	55,792
Franklin, N. Y.	3,000,000	19,700,846	7,531,235	3,650,576	4,585,159
Fidelity American	1,000,000	4,610,432	2,420,667	547,619	562,780
Fidelity & Guaranty	1,000,000	6,697,683	1,614,376	2,344,658	2,227,118
Federal, N. J.	4,000,000	19,807,032	11,032,167	2,605,919	2,617,045
First National, Wash.	250,000	446,628	196,318	7,949	12,028
Franklin National	1,000,000	3,900,853	2,082,125	318,949	267,346
Globe & Republic	1,000,000	5,153,859	1,114,487	1,423,180	1,842,131
Gibraltar, N. Y.	1,000,000	3,528,670	966,298	800,927	980,987
Glens Falls	2,500,000	18,036,687	6,932,389	3,863,332	3,957,314
Globe & Rutgers	2,116,920	13,747,857	6,579,701	1,306,351	2,000,206
Granite State	1,000,000	4,208,511	1,676,835	692,608	669,833
General, Seattle	1,000,000	13,875,283	5,192,216	3,900,998	3,410,313
Halifax Fire	200,000	2,466,013	1,734,377	367,793	347,003
Home, N. Y.	15,000,000	110,465,502	41,560,381	25,396,045	31,968,503
Homestead, Md.	1,000,000	2,930,030	469,411	715,338	742,965
Lumbermen's, Phila.	1,000,000	4,647,466	1,978,809	750,173	857,437
Mercury, St. Paul	1,000,000	6,122,581	2,920,644	1,169,988	1,027,532
Mechanics & Traders	1,000,000	5,232,439	2,521,274	647,314	575,422
Marine, London	200,000	4,459,247	2,540,890	935,741	1,206,189
New York Under	2,000,000	8,331,527	4,899,615	698,519	626,425
New England Fire	1,000,000	2,428,883	960,360	240,306	225,982
New Brunswick	1,000,000	4,881,426	1,588,662	958,592	1,080,495
Northwestern F. & M.	1,000,000	3,043,578	958,228	407,122	387,613
New Hampshire	3,000,000	16,469,962	8,144,429	2,517,494	2,321,384
Orient	1,000,000	6,586,450	3,423,806	917,863	1,015,078
Occidental, Cal.	1,000,000	4,307,369	2,251,735	562,028	505,354
Paul Revere	1,000,000	3,966,509	1,052,160	1,041,741	881,107
Pacific Coast, B. C.	400,000	1,476,774	494,562	319,507	347,321
Royal Exchange	400,000	4,624,486	1,676,650	1,522,305	1,499,985
Richmond, N. Y.	1,000,000	4,387,431	2,014,319	506,977	591,402
Seaboard F. & M.	1,000,000	2,535,256	700,205	404,066	403,118
Standard Marine	400,000	3,377,844	2,205,009	7,000,000	6,915,785
Springfield F. & M.	5,000,000	32,321,330	12,646,243	7,000,000	6,915,785
Standard, Conn.	1,000,000	5,454,377	2,076,550	1,095,663	967,715
State of Penna.	1,000,000	4,482,634	1,122,351	1,084,146	1,483,572
Transcontinental	1,000,000	3,951,608	2,140,467	318,103	266,239
Twin City	500,000	1,739,089	855,844	173,786	150,058
Thames & Mersey	200,000	1,181,254	629,089	236,031	276,923
United Firemen's	1,000,000	4,040,196	1,498,375	551,420	542,440
Union, Eng.	250,000	2,787,859	1,092,147	577,386	581,160
Union, Canton	400,000	3,031,008	1,854,860	419,621	450,471
Western, Ont.	400,000	4,234,535	2,179,222	716,020	741,765
Westchester	1,000,000	16,692,490	8,083,346	3,456,570	3,476,534
Yorkshire	2,000,000	3,864,661	1,632,996	899,650	936,501

MUTUAL COMPANIES

Allied Amer., Mass.	973,050	412,613	271,541	200,553
Atlantic, Ga.	276,392	1,172,122	439,344	479,591
Automobile, R. I.	4,602,646	3,638,098	445,720	339,120
Carolina, S. C.	609,454	478,871	99,497	88,211
Central Mfrs.	6,346,905	2,726,450	2,021,585	1,955,991
Fitchburg, Mass.	740,635	225,993	283,871	273,118
Grain Dirs. Natl., Ind.	3,701,289	1,582,501	1,245,364	1,256,007
Hardware Dealers	7,581,270	2,556,031	2,219,202	2,219,202
Hardware Mut., Minn.	7,753,927	2,343,887	2,627,155	2,604,696
Iowa Hardware	474,501	226,692	221,599	224,722
Implement Dealers	782,735	354,915	296,575	306,481
Indiana Lumb.	3,557,608	1,837,124	1,130,456	1,059,352
Lumber, Boston	4,228,093	2,600,000	875,463	781,804
Lumbermens, Ohio	2,936,903	1,000,000	1,011,199	965,417
Mill Owners, Iowa	2,761,484	1,155,098	2,712,780	2,520,494
Minn. Implement	6,455,171	2,520,163	1,731,321	1,746,089
Millers National	6,340,178	2,324,939	3,602,637	3,106,440
N. W. Mutual, Seattle	8,087,666	174,528	312,449	301,273
Ohio Hardware	502,400	2,029,854	1,206,449	1,100,390
Penna. Lumb.	4,085,511	2,124,728	419,609	357,379
Penna. Millers	3,135,066	1,706,431	226,482	204,152
Southern, Athens, Ga.	2,115,004	2,852,503	2,416,085	1,869,329
United, Boston	6,662,246	375,220	356,742	389,143
Westn. Millers, Kan. City	953,297			

RECIPROCAL EXCHANGES

Recip. Exch., Kan. City	1,602,070	906,197	370,188	312,960
Warner Recip., Chicago	1,152,076	720,943	377,686	478,155

Indiana Has 35 Local Boards and More Are Forming

There are now 35 local boards in active operation in Indiana and more being added weekly. Monday evening J. W. Stickney, secretary Indiana Association of Insurance Agents, and R. A. Hendrickson, counsel, assisted in the organization of a board at Brazil and Tuesday night Mr. Hendrickson helped start a board at Auburn. Last week a board was organized in Lagrange county and another at Elkhart. Gary has the largest board as to membership with 65 members and Indianapolis is next largest with 35 members. Membership in the state association is also being steadily increased and interest throughout the state is growing in association ac-

tivities. Mr. Stickney says that a program of practical value is being worked out for the coming annual meeting to be held late in October at French Lick and a large attendance is anticipated. Quite a delegation from Indiana will attend the annual meeting of the National association in St. Paul next week.

New Rules and Forms for Corn Cover Announced

New rules and forms for insuring corn pledged as security for Commodity Credit Corporation loans have been released by the Western Actuarial Bureau. Several changes were necessitated by the fact that intermediate lending agencies have been eliminated. The CCC is now making loans direct. Pledged

Arrangements Are Completed for St. Paul Convention

Elaborate Round of Business and Social Activities for National Agents Rally

ST. PAUL—Last minute details in connection with the annual convention of the National Association of Insurance Agents were being whipped into shape this week and it was announced by the local committee that everything would be ship-shape for the opening Tuesday.

J. B. Miller, assistant secretary National association, arrived in St. Paul Monday and immediately went into conference with local committeemen. He took up headquarters at the Saint Paul hotel, which will be the official convention headquarters. Members of the executive committee will be housed there.

President C. F. Liscomb is expected to be on hand not later than Friday to take part in preliminary conferences. The executive committee meets Friday.

All convention sessions will be held at the Lowry hotel a block from the headquarters hotel. These sessions will be in the grand ballroom on the mezzanine floor where the convention ball also will be held Thursday night.

Registration headquarters will be in the lobby of the Saint Paul with S. C. Aldridge, chairman registration committee, in active charge. He will be assisted by Secretary H. S. Matteson of the Insurance Exchange and ten young women.

Various company headquarters will be divided between the two hotels. About 40 companies have been assigned suites in the two hotels.

Many Social Activities

As lined up now the social affairs in connection with the gathering will open Sunday night with a supper and dance at Castle Royal, a night club in a cave on the banks of the Mississippi river. Tuesday night will be the get-together dinner at the municipal auditorium at which arrangements are being made to serve 2,000. F. W. Ramaley, caterer in charge, began making the arrangements for the large dinner this week.

The dinner will be followed by an elaborate indoor ice spectacle in the arena of the same building in which a dozen of the figure skating stars of this country and Canada will participate.

Another unique entertainment has been provided for Wednesday night in the form of a "Paul Bunyan" party at the Coliseum, a large recreation center. A lumberjack motif will be carried out here, even to the refreshments, which will be served in tin plates and cups, the food to be of the logging camp type.

corn is sealed by the county agricultural conservation committee and loans are made on chattel mortgages, instead of on state farm storage certificates.

The amount lent on the corn is no longer uniform, varying in different localities. The new insurance certificate is still valued in form, but instead of reciting an amount per bushel in states that recovery will be the market value, not less than the loan value per bushel, plus accrued interest at four percent.

The former rate of 75 cents for fire, lightning, windstorm and hail coverage applies to corn on farms. Master policies must be filed and the prescribed certificate issued to each assured. The CCC rules require that pledged corn be insured by the farmer to at least its loan value at the farmer's expense. Local agents, as before, can write insurance on the corn at the farm in any company which has qualified and filed a master policy.

The errors and omissions policy in the Hartford Fire has been renewed. This protects only the CCC against failures of underlying insurance.

New Jersey Meet at Asbury Park Has Rural Session

Agents Association Draws Big Attendance; Leon A. Watson Tells of Survey

NEW OFFICERS ELECTED

President—H. Donald Holmes, Summit.

Secretary-Treasurer—William F. O'Brien, Passaic.

National Councillor—Alan V. Livingston, Englewood.

Executive Committee—Charles E. Meek, Paterson, chairman; William J. Waldron, Trenton; Hubert M. Farrow, Red Bank; Samuel J. Shuttleworth, Atlantic City; William D. O'Gorman, Newark; Douglas S. Schenck, Jersey City.

County vice-presidents—Atlantic, Addison McKee, Atlantic City; Bergen, Clarence Lofberg, Teaneck; Burlington, H. Ford Stockwell, Moorestown; Camden, Wilbur J. McAllister, Camden; Cape May, Arthur M. DeMaris, Ocean City; Cumberland, Dean Macegeorge, Vineland; Essex, Herbert Brooks, Newark; Gloucester, Graham Chesney, Paulsboro; Hudson, Frank Bucino, Hoboken; Hunterdon, Norman W. Young, Whitehouse Station; Mercer, Charles F. Andrews, Trenton; Middlesex, George W. Miller, New Brunswick; Monmouth, Stephen E. Pawley, Asbury Park; Morris, Harry E. Tucker, Boonton; Ocean, Raymond Voorhees, Lakewood; Passaic, Arthur T. Reidel, Pompton; Salem, O. W. Acton, Salem; Somerset, Thomas D. Van Syckle, Bound Brook; Union, Donald M. Pearsall, Westfield; Warren, A. B. Craig, Blairstown.

By GEORGE A. WATSON

ASBURY PARK—Though no "issue" was upon the agenda of the New Jersey Association of Underwriters for consideration at the 45th annual gathering of the organization here, attendance upon the two days sessions was such as to completely fill the large assembly hall, every chair being occupied. The attendance of members which increases with each succeeding meeting of the organization, evidences the close interest of agents of the state in the aims and operations of the body and their desire to support to the fullest possible degree the efforts of its officers and committee members, for the common advancement of the agency cause and that of the insuring public.

Problems of Rural Agents

The convention was notable in that for the first time a special session was given over to considering problems of rural agents, many of whom were on hand to state their particular perplexities and to seek counsel for their solution. The session was directed by C. Stanley Stults, former president of the state association, and was addressed by Leon A. Watson, schedule rating expert. The latter told of a survey recently conducted by Mr. Stults and himself through a considerable section of the state in which study was made, notably of poultry plants. He pointed out the physical conditions on farm properties and unprotected risks as a whole, that compelled the application of existing rates and offered a number of suggestions for reducing the fire hazards, which if adopted would bring about rate reductions.

As for the past several years the report of the administration together with reports of the various standing commit-

Highlights of New Jersey Underwriters Meeting

Every living past-president of the New Jersey Association of Underwriters was present at the Asbury Park convention, except Thomas C. Moffatt. A program of the two-day meeting was signed and will be sent to Mr. Moffatt at his California home.

Attendance was the largest of any two-day meeting the association has held since its inception, and some of those attending were forced to obtain hotel accommodations elsewhere.

* * *

Robert Moore, well known field man in New Jersey, did not miss many dances at the get-together dinner Thursday evening. The dinner was graced with more of the fair sex than at any other dinner ever given by the association. Many were insurance women.

* * *

Special and state agents were in attendance in large numbers and helped to swell the attendance, which was over the 500 mark.

* * *

It was also very noticeable that there were an extra large number of company officials present on both days of the meeting.

* * *

The company rooms were well patronized during the day and evening and there appeared to be a feeling of good fellowship among the many representatives of the companies.

* * *

At the dinner Thursday evening, it was so warm that many men present shed their coats, which made quite a contrast to the ladies who were in evening dress and did not feel the heat.

* * *

No meeting would be complete without Frank B. Heller of Newark, and he was there as usual shaking hands with everybody, including the ladies.

* * *

Howard C. Lawrence, president of the New Jersey State Life Underwriters Association, was there. He gained considerable knowledge and points from the meeting and talks given by the speakers.

* * *

The press arrangements this year were excellent, all due to the Monmouth County Association and William F. O'Brien the genial secretary and treasurer of the New Jersey Association.

tees had been supplied the membership in advance through the medium of the association's official organ. Membership in the association, it was revealed, is now 753, an alltime high; enrollment in the New Jersey organization being exceeded only by those of California, Ohio and New York. The goal of the New Jersey body is a 1,000 membership.

The Bergen county plan, adopted by agents in that section a year or two ago, has since been taken up in whole or in part, by other county organizations. The Bergen county men enlisted in their safety campaign the cooperation of chambers of commerce and kindred bodies, as a result of which the number of road accidents substantially decreased. The board, moreover, was instrumental in eliminating from agency ranks a considerable number of part-timers.

Report on Compensation

Of especial interest was the verbal report offered by the compensation insurance committee, which pointed out that the carriers had made a profit upon their compensation lines in the state in recent years, justifying the reduction ordered by the department, and voicing appreciation of the cooperation given agents by the department and by the labor bureau. The need for carefully surveying all compensation risks with a view to eliminating in so far as possible hazards incident thereto, was stressed by the committee, which concluded its admonition with the assurance that if agents "served their lines well, they will serve you well."

A laugh was created when the griev-

(CONTINUED ON PAGE 10)

New Builders' Risk Form for Use on Large Risks

Supersedes Periodic Report Form in Certain Territories — Expected to Spread

NEW YORK—A new builders' risk form, approved by the Eastern Underwriters Association, is now in force in New Jersey, New Hampshire and the city of Baltimore. It is expected that it will be introduced in other eastern territories in the near future. The form, which was drawn up by a sub-committee of the E. U. A. in cooperation with the American Institute of Architects and the Associated General Contractors of America, is under consideration in other jurisdictions and it is hoped that it will become nationwide eventually.

Radical Change from Old Forms

The new contract represents a radical departure from builders' risk forms in common use in that it calls for making the amount of insurance equal to the completed value of the building and eliminates the usual monthly or other periodic reports as the work goes along. It contains the equivalent of a 100 percent coinsurance clause, based upon the total value of the building when completed. The rate is 55 percent of the builders risk rate. In a number of jurisdictions, including the middle west, the builders risk rate is a flat charge for unexposed properties. In other jurisdictions a special schedule is applied to determine this rate.

Must be Written for Year

The rules provide that this form shall not be written for a term of less than one year. Premium will be adjusted for the time the coverage is actually in effect. If additions are made which will increase the completed value of the building, the rules provide that the contract must be endorsed and an additional premium paid from the beginning of construction. In case of loss, coverage is automatically reinstated, the assured being liable for a pro rata reinstatement premium.

The new form does not cover after construction is completed and hence it is not expected that it will be used for ordinary residential construction. Work of this type is usually covered by three or five year policies which are adjusted after the building is completed. The new contract, however, will probably displace builders' risk reporting forms on larger properties, which contracts are usually terminated when the building is completed and replaced by permanent insurance.

The form excludes various types of contractor's equipment, such as tools, scaffolding, towers, forms, etc. These articles are usually covered by inland marine floater contracts. The "completed value" builders risk form may, however, be endorsed to cover this equipment.

David A. Barry, Pacific Coast manager Pearl-American fleet, is visiting agencies of the companies in Utah territory, accompanied by Charles Milliman, superintendent of agencies.

Allan Wolff and Yetka in Ceremonial Part

One of the interesting features of the forthcoming annual meeting of the National Association of Insurance Agents at St. Paul will be the installation of the new officials which has heretofore been accomplished in a rather informal way. This year Allan I. Wolff of Chicago, former president, will conduct the proceedings giving the charge. The oath of office will be administered by Insurance Commissioner Frank Yetka of Minnesota.

Biggest Turnout in History Seen at Pueblo Session

Colorado Agents Hold Annual Convention and Plan to Double the Membership

OFFICERS ELECTED

President—Ray W. Crockett, Pueblo.

First Vice-president—Mrs. Belle Dearing, Rocky Ford.

Second Vice-president—John Reece, Pueblo.

Secretary—Frank England, Jr., Denver.

Treasurer—D. U. Hampton, Colorado Springs.

Asst. Secretary—Seeley K. Tompkins, Colorado Springs.

National Councillor—Frank England, Jr., Denver.

PUEBLO, COLO.—One of the largest turnouts in history attended the annual convention of the Colorado Association of Insurance Agents held in this city. Some 220 members, field men, and visitors from other associations were here when President Herbert Fairall of Denver called the group to order. After he welcomed the group, reports were given by S. K. Tompkins, D. U. Hampton, A. P. Miller, Hal D. Van Gilder, and W. Rex Kerr on various phases of the association's activity over the year past. It was agreed after a summary of these reports by Frank England, Jr., secretary, that insurance in Colorado had been definitely bettered by the agents' association, and that inroads by improperly licensed agents had been cut at least 75 percent. New committees for resolutions, auditing, agents and nomination were elected and the group adjourned for a luncheon sponsored by cooperating Colorado associations.

Boyce Brings Greetings

The first-day afternoon session opened with the feature talk, delivered by John K. Boyce, Amarillo, Tex., member of the executive committee of the National association, on "The National Association—Its History—Public Relations." Commenting on cooperation between the national and state groups, Mr. Boyce said that more members should "sell" themselves on the advantages made possible by the National association. More consideration for the insuring public would bring amazing results, Mr. Boyce added, and insisted that in cooperating with insurers with safety and fire-prevention campaigns lay the real improvement of fire insurance business.

Other Speakers Heard

Commissioner Jackson Cochrane spoke on "The State Insurance Department—and Its Relationship to Local Agencies." Robert D. Voss, Omaha, special agent, Stock Company Association, was next on the rostrum, with "HOLC—Stock Company Association Insurance Setup."

Walter Kulp, Denver, manager of the Mountain States Inspection Bureau, invited agents to make more use of the inspection bureau, speaking on "What We Are Doing for Our Business." Not enough agents, Mr. Kulp said, realize the benefits that the bureau provides. He was followed by Rand M. Hill, manager of the Fire Companies' Adjustment Bureau, who spoke on "Restrictive Policy Clauses," outlining handling of the three-fourths value clause, coinsurance clause, and prorata distribution clause, showing how each operates from the adjuster's standpoint.

"Cooperation" by Herbert Cobb

(CONTINUED ON PAGE 10)

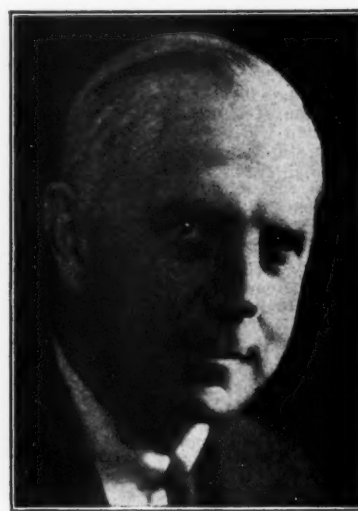
SPEAK AT VERMONT AGENTS' MEETING



T. ALFRED FLEMING, New York City National Board



HARVEY R. PRESTON, Springfield, Mass. Massachusetts President



FRANK W. BRODIE, Waterbury, Conn. Chairman New England Advisory Board

East Bay and Oakland, Cal., Organizations Elect

H. D. Clark of Oakland, Cal., was elected president of the East Bay Insurance Exchange at the annual dinner meeting. He succeeds Elmer White as head of the organization, which comprises the Oakland, Alameda, Berkeley and San Leandro Associations of Insurance Agents. S. F. Hammond, Jr., second vice-president, was elected first vice-president, and M. F. Warner second vice-president. H. L. Ensminger was reelected secretary-treasurer. Members of the executive committee elected are: Elmer White, Neal Harris, C. N. Johnston, C. B. Devibiss, B. F. Neville, C. M. Putnam and A. L. Brown.

Annual meeting and election of the Oakland Association of Insurance Agents was held at which P. E. Snook was elected president, succeeding Neal Harris. Members of the executive committee, which later will elect a secretary-treasurer, are: Neal Harris, L. V. Graham, R. D. Laughrey, W. J. Wilson, A. A. Valle, S. G. Macbeth, K. G. White, K. G. Ensminger and R. C. Kavanaugh.

Interest in Automobile Rates in Minnesota

ST. PAUL, MINN.—Stock company agents were most interested this week in the outcome of a meeting Friday at the insurance department on automobile rates. Various rumors were floating around the Twin Cities as to what would be done at this meeting of a general committee which for the past few months has been working with Commissioner F. Yetka in an effort to iron out the automobile rate situation in Minnesota.

One report on the street was that the commissioner had decided to rule that hereafter there was to be no deviation from manual rates except the safe drivers reward plan as now in effect in Minnesota. The possibility of such action, however, was discounted by some of the best informed agents who questioned whether the commissioner had authority to make such a ruling.

The present committee was formed last spring at the request of Commissioner Yetka who is trying to put automobile rates on a more equitable basis. On the committee are representatives of stock and mutual companies and they have been gathering data on experience over a three year period, 1934-1936. It is understood this data is now nearly complete.

Brown is Honored at Outing In Indiana on Transfer

INDIANAPOLIS—Oscar B. Brown, who after 16 years in the Indiana field for the Firemen's group, was recently transferred to a secretaryship position in the western department at Chicago, was guest of honor at a dinner given by the Indiana Blue Goose at Lake Shore Country Club near Indianapolis, following a golf tournament. Among out of state guests were Lloyd Brown, Chicago, second vice-president Firemen's of Newark group; Al Lehman, superintendent automobile department North British group, and Don S. Davis, Illinois special agent Firemen's group, who

until recently was special agent under Mr. Brown in Indiana.

Geo. W. Mercier, Hanover, most loyal gander of the Indiana pond, presided at the dinner and introduced a number who spoke appreciatively of Mr. Brown as a business associate, as a very able and fair competitor in business and as a loyal friend.

George Merrill with Hanover

George D. Merrill has been appointed special agent of the Hanover Fire and Fulton to assist State Agent L. E. Zell in Minnesota and North Dakota. He was associated with the Dawson Insurance Agency at Fargo and has also had general agency experience. His headquarters will be at 106 Robert street, Fargo.

THE WEEK IN INSURANCE

Brilliant banquet ended the anniversary celebration of the Massachusetts Bonding. Page 18

F. Robertson Jones retires as secretary of the International Association of Casualty & Surety Underwriters and it is understood that C. W. Fairchild will be chosen in his stead. Page 17

New builders risk form approved in the east will be introduced in other territories in the near future. Page 5

Annual meeting of the Colorado Association of Insurance Agents was held at Pueblo. Page 5

Annual meeting of the Vermont local agents was held at Fairlee. Page 32

Big casualty convention is being held at White Sulphur Springs, W. Va., this week. Page 17

Annual meeting of the New Jersey Association of Underwriters, a state local agent's body, was held at Asbury Park. Page 5

Program for the annual meeting of the Tennessee Association of Insurance Agents is announced. Page 30

The action among company people is for the most part favorable to the movement started by Insurance Director Palmer of Illinois for reform in the writing of automobile finance business. Palmer also starts movement to get uniformity in other branches of auto underwriting. Page 3

W. J. Cheney, vice-president National Retail Furniture Association, in his talk to the New Jersey agents asked members to fight against so-called wholesaling. Page 3

More than 10,000 will attend National Safety Council's silver jubilee congress in Chicago Oct. 10-14. Page 18

Meeting is held in Chicago of joint conference of representatives of the

American Bar Association and of insurance organizations on the lawyer-adjuster issue. Page 10

Program is announced for the annual meeting of the New Mexico Association of Insurance Agents. Page 31

Arrangements are completed in St. Paul for National Association of Insurance Agents convention. Page 4

Meeting held to work New York auto liability rating plan into shape. Page 19

Agents discuss troubles at White Sulphur Springs. Page 17

Montana Agents in annual meet. Page 9

Pennsylvania Association of Insurance Agents commends Deputy Commissioner E. S. Joseph for his fine service. Page 33

Springfield Fire & Marine has filed suit contesting the Montana counter signature law. Page 4

Albert Vogt and J. F. McDonough are made assistant United States managers of the Zurich. Page 17

At the round table meeting of National Association of Casualty & Surety Agents at White Sulphur Springs, the political aspect of insurance was discussed. Page 17

Commissioner Earle of Oregon comments on statement of Superintendent Pink of New York regarding convention examinations conducted under the latter's department. Page 19

Extended discussion of the safety movement was conducted by the National Conservation Bureau to come before the members in New York City, Sept. 29-30. Page 18

Inland Marine Rating Subject May Come Up

Some Local Boards Object to the Present System That Is Followed

PHILADELPHIA—The forthcoming convention of the National Association of Insurance Agents at St. Paul is apt to find a strong move on the part of the agents to turn the inland marine rate marking powers over to local boards or institutions that made rates for them.

It had been expected that this matter would first be broached at the convention of the Pennsylvania association. However, it fought shy of controversial topics, adopting the attitude that matters of this sort could best be settled by National conference committees.

The proposed action is an attempt to bring into line the non-bureau companies which are amenable to local board rates and regulations, but are not members of the Inland Marine Underwriters' Association.

These companies, it is said, quote the same inland marine rates as the bureau companies. However, the objection on the part of the agents arises from the fact that they are writing special term policies. They have taken business away on their willingness to issue a three-year policy on a 2½-year rate. There would be no opposition to this action if the I.M.U.A. was willing to do likewise, but this the latter organization has refused to permit.

Agents feel that the only way to eliminate this competition is to take the rate making away from the I.M.U.A. and place it in the hand of the boards or independent rating authorities where the term policy would either be banned or made available to all.

It is reported that I.M.U.A. members are not especially keen or active in fostering this proposed action, although it is doubtful whether they will oppose it.

Agents, on the whole, make no secret of the fact that they are contemplating this step and it would not be at all surprising to find this question among the embarrassing ones popping up later this month at St. Paul.

Plan Fire Prevention Session at Big Safety Congress

The fire prevention session of the National Safety Council's silver jubilee to be held in Chicago is scheduled for the morning of Oct. 12. Frank C. McAuliffe, head of the Chicago Insurance Patrol and chairman of the Chicago Association of Commerce committee on fire prevention will preside. A. R. Small, president Underwriters Laboratories, is program chairman. O. W. Stewart, manager inspection department, Associated Factory Mutual Fire, Boston, will give the initial address, "Facts Revealed by Studying the Cost of Industrial Fires." Other speakers will be C. E. Mitchell, plant protection, industrial relations staff, General Motors Corporation, "The Why and How of Industrial Brigades"; J. H. Myers, supervisor safety and fire protection division, The Atlantic Refining Company, Philadelphia, "Setting up an Industrial Fire Prevention Program," and Anthony J. Mullaney, first deputy chief fire marshal of the Chicago department, on "The Use of Loud Speaker Equipment in Directing the Operations of Firemen and Special Equipment in Emergencies."

Buffalo Seeks Convention

President C. H. Wilson of the Buffalo Association of Fire Underwriters on behalf of that organization and the city in general has extended to the National Association of Insurance Agents an invitation to hold the 1939 annual convention there. The Buffalo association was organized in 1881.

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NORWICH UNION INDEMNITY COMPANY

Hart Darlington, President

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COMPANIES

NEWS OF FIELD MEN

Large Turnout at the Michigan Pond Outing

DETROIT.—Seventy-eight field men and agents gathered near here for a golf outing sponsored by the Michigan Blue Goose under supervision of Most Loyal Gander W. H. Wolf, American of Newark. A blind bogie tournament was held in which 46 participated. Prizes went to Horace Corell, deputy commissioner of Michigan; Harold Benz, Ann Arbor; J. J. Hubbell, Security, Ct.; W. D. Cameron, Boston & Old Colony; C. C. Ippenlatz, Crum & Forster group, and E. B. Bystrom, Underwriters Adjusting. For those who did not play golf there were bridge and other diversions, prizes were awarded to D. N. Tanner, Detroit; G. R. Edleman, Home fleet; A. E. Renaud and H. W. Knoblauch, Western Adjustment, Grand Rapids.

G. H. Burchill, Underwriters Adjusting, was chairman of the committee in charge, assisted by L. I. McKay, Northern of London; C. C. Ippenlatz; W. H. Howe, Firemen's of Newark group; Harold Johnston, Western Adjustment; J. J. Hubbell and W. H. Moeller, London & Lancashire.

Nygren Named Special

George A. Nygren of Omaha has joined the Agricultural and Empire State as special agent in Nebraska and Iowa, assisting State Agent E. S. Freeman. Mr. Freeman has served as state agent for the Group in these states since 1907. Mr. Nygren for ten years has served in various capacities with the Nebraska Inspection Bureau. His office is in 4415 North 31st street, Omaha.

Schuessler in South Texas

The National Fire of Hartford has announced the appointment of J. T. Schuessler as special agent in south Texas where he will serve the National Fire, Franklin National and Transcontinental. He will make his headquarters at Houston where he will be associated with Special Agent J. F. Nowlin.

Prior to a period of training at the home office in Hartford, Special Agent Schuessler, a graduate of Texas Lutheran College, spent a year or more in the life insurance business in southwest Texas and several years in association with a prominent local agency at Seguin, Texas.

Patrick Goes to Head Office

Erle Patrick, special agent for the general agency of T. A. Manning & Sons at Dallas in southwest Texas, is brought to the head office as assistant general agent in charge of the fire and tornado departments. Ed Rose will succeed him in the field. He has been an examiner in the Dallas office.

Widman Goes to West Virginia

Carroll Widman has been appointed special agent of the Home of New York group in West Virginia assisting State Agent Arthur Herman with headquarters in Parkersburg. He was formerly an examiner in the home office, having entered the employ of the Home in 1918.

Hitchcock to Take Over

BOSTON.—C. W. Hitchcock, Connecticut state agent, will take over the business of the Yorkshire and its affiliates, the London & Provincial and Seaboard Fire & Marine, Oct. 1 for New England territory. The companies formerly have been in the office of Ralph G. Hinkley, Boston, general agent.

Staiber Oklahoma Special

E. A. Staiber, formerly in the Florida field, has been named special agent in

Alabama by Corroon & Reynolds. He succeeds Louis Perez, who has taken over the insurance department of Jackson Securities & Investment Company, Birmingham. Mr. Staiber's headquarters are in the Jackson building, Birmingham.

Iowa Blue Goose Rally

The Iowa Blue Goose held its first fall weekly meeting Sept. 19, laying plans for the season. L. A. White is most loyal gander.

Fire Prevention Meetings

DES MOINES.—Plans were discussed by the Iowa State Fire Prevention Association here at a meeting in Des Moines as to ways of obtaining state-wide cooperation in observation of national Fire Prevention Week. W. T. Shirley, president, announced Oskaloosa had invited the association to conduct an inspection there Sept. 27. Mr. Shirley will make an address at luncheon.

The Missouri Fire Prevention Association will inspect Warrensburg, Wednesday of next week.

Montana Agents' Meeting

The fall meeting of the Montana Special Agents Association will be held at Karst's Camp, 35 miles south of Bozeman, Oct. 13. M. S. Williams, North America, Butte, is president; W. F. McKee, Great Falls, Home of New York, is vice-president; J. W. Martin of Great Falls, Great American, is secretary-treasurer. The Montana Blue Goose will hold its semi-annual meeting at the same place Oct. 14. George C. Newlon, Phoenix Assurance, is most loyal gander, and Larry Diringer, Great Falls, Home of New York, is wielder.

INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business Sept. 20, 1938

	Par	Div.	Bid	Asked
Aetna Cas.	10	4.00	88	92
Aetna Fire	10	1.60	43	45
Aetna Life	10	1.25*	21	23
Agricultural ...	25	3.25*	75	80
Amer. Alliance ..	10	1.20*	20	22
Amer. Equitable ..	5	1.00	24	26
American (N. J.) ..	2.50	.60*	12	13
Amer. Surety	25	2.50	45½	47½
Auto. Amer.	10	1.30*	28	31
Bankers & Ship ..	25	5.00	83	87
Boston	1.00	21.00	565	585
Camden Fire	5	1.00	20	21
Carolina	10	1.30	21½	23½
Contl. Cas.	5	1.20	29	30
Contl. N. Y.	2.50	1.80*	30	32
Crum & Forster ..	10	1.00	23	25
Employers Reins. ..	10	1.60	48	52
Fidelity & Dep. ...	20	2.00	103	105
Fidelity-Phen. ...	2.50	1.80*	31	33
Fire Assn.	10	2.50*	54	57
Firemen's (N. J.) ..	5	1.40*	25½	27
Franklin	5	2.00	34	36
Gen. Reinsur.	5	1.60	40	42
Globe & Repub. ...	5	.50	12	14
Gt. Am. Fire	5	1.20*	23	25
Gt. Amer. Ind.	1	.20	8½	9½
Halifax Fire	10	1.00**	22	24
Hanover Fire	10	1.60	31	33
Hartford Fire	10	2.00	72	74
Home Fire Sec. ...	10	1.00	1½	2
Home Ins. (N.Y.) ..	5	1.60*	27	28
Ins. Co. of N. A. ...	10	2.50*	60	62
Maryland Cas.	1	...	3¾	4¾
Mass. Bonding ...	12.50	3.50	47	49
Merch. com. (N.Y.) ..	5	1.70*	46	50
Natl. Cas.	10	1.00	21	23
Natl. Fire	10	2.00	60	62
Natl. Liberty	2	.40*	7¾	8½
Natl. Union	20	5.00*	116	122
New Am. Cas.	2	.60	11	12
New Brunswick F. ..	10	1.70*	29	31
New Hampshire ...	10	1.80	43	45
Northern (N. Y.) ..	12.50	5.00*	90	94
North River	10	2.50*	25	27
Phoenix, Conn.	10	2.50*	75	77
Preferred Accl. ...	5	1.40*	16	17
Prov. Wash.	10	1.40*	32	34
Rossia	5	...	3¾	4¾
St. Paul F. & M. ...	25	8.00	205	212
Security	10	1.40	30	32
Sprgfd. F. & M. ...	25	4.75*	118	122
Travelers	100	16.00	415	430
U. S. Fire	4	2.00	51	53
U. S. F. & G.	2	...	13½	14½
Westchester Fire ..	2.50	1.60*	31	33

*Includes extra. **Canadian funds.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

CONSTRUCTION CONTRACTS

The largest volume of construction contracts since July, 1937, was awarded in the 37 eastern states during August, according to F. W. Dodge Corporation. The month's total of \$313,141,000 represented increases of 12 percent over August of last year and 30 percent over July of this year. Both privately financed and publicly financed projects increased over the preceding month, and the August construction total of 9 out of 15 districts ran ahead of the corresponding district totals of August, 1937. In all 15 districts, August residential contracts ran ahead of August, 1937, and produced the largest national residential total since April, 1937.

The new federal public works program made itself felt in the August total for public works and utilities, amounting to \$125,093,000, which was 40 percent ahead of the August, 1937, figure and 60 percent ahead of the July, 1938, figure. Non-residential building, with an August total of \$87,316,000, ran 20 percent ahead of the preceding month, although it lagged 26 percent behind the total for August, 1937.

HEAR SKIRROW AND HARDY

Members of the Insurance Society Forum Club of New York at their annual dinner had as guest speakers Secretary S. T. Skirrow of Great American, and E. R. Hardy, secretary Insurance Society of New York. A. C. Goerlich, educational director of the Insurance Society was toastmaster.

N. Y. EXCHANGE AMENDS RULES

The New York Fire Insurance Exchange adopted its amended agency agreement and commission scale rules for the various sections within its jurisdiction. The changes were intended to make the agency agreement in use in exchange territory the same as other agency agreements which have been approved by the social security board clearly showing that agents are independent contractors.

Considerable objection arose to the

feature which provided that the agreement might be terminated, "at any time within one year from date of the appointment of the agency by either party giving notice in writing to the other and thereafter may be terminated at any time by either party giving 90 days notice in writing to the other." It was contended by the opponents that a company withdrawing from an office could not do business through a new agency for 90 days. Inasmuch as the old agency would not be likely to give the company much business it practically would not be able to do anything for 90 days. It was stated, however, that a general agency contract which had been filed by at least one company with the social security board and approved by it contains the same 90 day cancellation feature.

One important feature of the new agency agreement provides that "accounts of money due the company on the business placed by the agent with the company are to be rendered monthly, the balance therein shown to be due to the companies to be paid not later than 90 days after the end of the month for which the account is rendered."

A. H. Wittholm of the Federal resigned as a member of the arbitration committee. The Jersey of New York belonging to the Meserole group was elected to Class 1 membership. A memorial was presented in tribute to the late Frank Lock, for many years United States manager of the Atlas.

ARTHUR VANDERBILT TO SPEAK

Arthur T. Vanderbilt, a leading attorney of New Jersey and immediate past president of the American Bar Association, will be honor guest at the gathering of the New York City Blue Goose, at the Downtown Club, Newark, Sept. 27. At the business session S. R. Howard will be presented with the past most loyal gander pin, following which he will give a report of the grand nest convention at Los Angeles. Twelve goslings will be lined up for initiation.

AS SEEN FROM CHICAGO

CROXSON MADE CHAIRMAN

Arthur Croxson, vice-president of Rollins-Burdick-Hunter Company, has accepted the chairmanship of the insurance group in the 1938 campaign to raise \$3,550,000 for the community fund of Chicago.

The drive will open Oct. 17. Proceeds will be used to finance nearly 180 Protestant, Catholic, Jewish and non-denominational agencies during 1939.

In 1937, with Dr. Harry W. Dingman, vice-president of the Continental Assurance, as chairman, the insurance group contributed more than \$78,000. That was several thousands dollars more than the quota set for it.

MARSHALL C. BROWN'S CHANGE

Due to ill health, Marshall C. Brown has been relieved of all executive duties with the Oil Insurance Association. After having had a complete rest, other duties will be assigned to him.

ROLLINS SUFFERED ATTACK

C. E. Rollins of Rollins-Burdick-Hunter Company, of Chicago who practically retired from business a few years ago, is confined to his summer home at Green Lake, Wis., with heart trouble. He has been laid up for the last three or four weeks.

O'CONNOR TO ADDRESS 26 CLUB

The 26 Club, Chicago brokerage group, will hold its first meeting of the fall term Sept. 22, at which time J. C. O'Connor, editor of the Fire, Casualty

& Surety Bulletins and associate editor of THE NATIONAL UNDERWRITER, will discuss certain aspects of the Illinois financial responsibility law which is now in effect. A. F. Campbell, manager Cook county brokerage department Millers National, will preside at the meeting following a dinner.

HUBBARD AND BROOKS IN CHICAGO

Fred A. Hubbard, chairman of the board of the Globe & Rutgers and the new president of the Hanover Fire, and President O. L. Brooks of the former company were in Chicago Monday en route home to New York after a trip to the Pacific Coast. Mr. Hubbard expects to take his new position in the Hanover the first of the month.

J. G. BARNETT DIES

J. G. Barnett, a partner in the agency of Enger, Barnett & Hurwith, Chicago, died at the age of 76 after more than two years of poor health. Mr. Barnett had been a broker in Chicago for 32 years and a partner of Alfred Enger since 1910, the agency then being known as Re Qua, Enger & Barnett. Although Mr. Re Qua died in 1908, the name was continued until 1915, then changed to Enger & Barnett. H. K. Hurwith became a member of the firm March 1 of this year. From 1908-10 Mr. Barnett operated his own agency in Los Angeles. Prior to that he was cashier for Ducat & Lyon, then western managers of the Home of New York in Chicago. Mr. Barnett was a resident of Wilmette, Ill.

Excellent Talks Made at Muster of Montana Agents

**Pat Driscoll of Butte Was
Elected President at the
Anaconda Convention**

OFFICERS ELECTED

**President—Pat Driscoll, Lawlor &
Rowe Agency, Butte.**

**Vice-president — Chauncey Fowler,
Lewiston.**

**Secretary-treasurer and Editor of
"TAGS"—Arnold Huppert, Livingston.**

ANACONDA, MONT. — Some 105 were registered at the seventh annual meeting of the Montana Association of Insurance Agents held here.

San Francisco managerial men in attendance were H. H. Osborn, North British & Mercantile; R. L. Countryman, Norwich Union; Lee S. Gregory, Fireman's Fund; J. S. Curran, New York Underwriters; A. C. Bosey, Hartford Fire, and John C. Dorin, Commercial Union. Also in attendance were R. F. McKown of the St. Paul Fire & Marine and William Quaid, Home of New York. General agents were represented by Alfred Brown, Jr., of Edward Brown & Sons, and B. O. Selbach of Selbach & Deans of San Francisco.

President Jennings in Charge

The meeting was called to order by President Byron H. Jennings of Anaconda. The address of welcome was given by T. J. McCarvel, mayor of Anaconda and the response being made by Irvine Bennett of Missoula, past president of the association. Assistant Manager Osborn of the North British & Mercantile spoke of the more unusual forms of insurance and the virtue of capital stock insurance. The secretary's report showed that the Montana association has 210 members.

Reports were made on fire prevention by P. J. McGreevey of Anaconda; safety by T. B. Miller, Jr. of Helena and rural agents by K. W. Haviland of Deer Lodge. A report of the Montana Special Agents' Association was given by W. F. McKee, vice president.

Executive Session Held

Friday afternoon was devoted to the executive sessions of the Montana Special Agents' Association and the Montana Association of Insurance Agents.

Saturday morning interesting talks were given by L. S. Gregory on "Trends Evident in the Insurance Business" and by E. W. Trenbath, special agent of the Norwich Union on "Business Development." Saturday afternoon an address was given by R. L. Countryman, vice president of the Pacific Board of Fire Underwriters and the election of officers was held.

The entertainment was furnished in the hotel by various company men. Friday evening a Dutch lunch mixer was held at the Hennen Dude Ranch west of Anaconda. The banquet and dance were held Saturday night. John J. Holmes, commissioner of Montana, was toastmaster and a talk was made by William Quaid, of the Home of New York.

Speaking on "Constant Dropping" at the annual convention of the Montana State Agents' Association, H. H. Osborn of San Francisco, assistant manager of the North British group on the Pacific Coast, referred to the constant dropping in fire premium income saying that it must be "plugged up," but that this would have to be by the further sale of allied and inland ma-

rine lines. He spoke of the improved construction of buildings, improvements in fire departments and other protective devices which is holding the nation's fire loss down, all of which means, in his opinion, that there is little chance to recoup lost fire premiums by increases in rates.

New Forms for New Needs

He told the agents that such conditions create "inventions" and that agents, companies and brokers must apply new forms to meet new needs and he then described the various allied fire coverages available, such as rent, rental

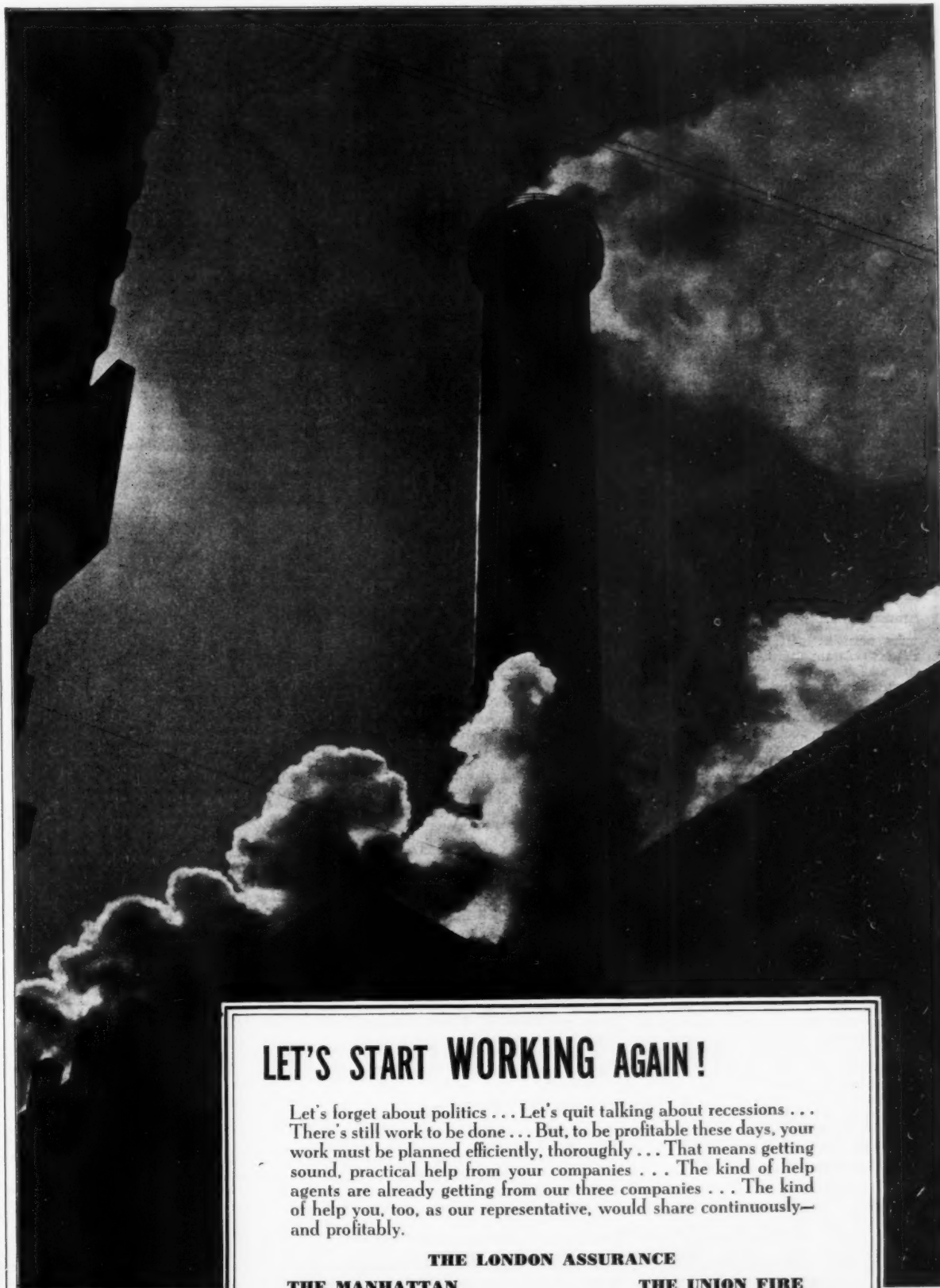
and leasehold, inland marine coverages and others of a similar nature.

Mr. Osborn advised agents to study and become thoroughly familiar with these lines if they desired to get out of the "minuet dance" age. He also went into detail on the diversity of coverages available and applicable to a single risk, such as dwellings, mining properties and rental properties and the possibilities in the extended coverage endorsement.

Trends in business today should be studied because they may become the changes tomorrow, according to L. S. Gregory, assistant vice-president of the

Fireman's Fund, speaking before the Montana agents. While devoting himself to two principal trends which are evident at this time, Mr. Gregory listed others as follows: "decline in fire insurance rates throughout the nation; the ever-increasing effort on the part of state government to regulate and control our business; the increased interest of the federal government as a purchaser of, and insistence upon, insurance—for example, the insurance requirements of the Home Owners' Loan Corporation and various phases of operations under the control of the Agricultural Adjust-

(CONTINUED ON PAGE 12)



PHILIP D. GENDREAU

LET'S START WORKING AGAIN!

Let's forget about politics . . . Let's quit talking about recessions . . . There's still work to be done . . . But, to be profitable these days, your work must be planned efficiently, thoroughly . . . That means getting sound, practical help from your companies . . . The kind of help agents are already getting from our three companies . . . The kind of help you, too, as our representative, would share continuously—and profitably.

THE LONDON ASSURANCE

THE MANHATTAN

Fire and Marine Insurance Co.

THE UNION FIRE

Accident and General Insurance Co.

99 John Street, New York

New Jersey Meet at Asbury Park Has Rural Session

(CONTINUED FROM PAGE 5)

ance committee reported it had not been called into session for two years, attesting the absence of serious difficulties as between agents and their companies or agents among themselves.

By unanimous vote it was decided members of the New Jersey association attending the convention of the National Association of Insurance Agents at St. Paul the last week of this month, use every endeavor to secure a pledge for the annual gathering of the latter body in Atlantic City, in 1943, in which year the New Jersey Association will celebrate its 50th anniversary, having been formed several years before the birth of the National organization.

After the educational program determined upon by the association had been outlined by H. Donald Holmes, Professor L. J. Ackerman, of the University of Newark, detailed somewhat the planned course of instruction and expressed appreciation of the interest shown in the intended move by agents in all sections of the state.

Guest Speakers at Luncheon

Guest speakers following the luncheon were W. J. Cheney, vice-president National Retail Furniture Association, and F. S. Dauwalter, director Business Development office.

The National Retail Furniture Association, Mr. Cheney declared, stood firmly in its insistence that the local agent rendering service was worthy his hire, and held similarly for the retail furniture dealer. He cautioned, however, that both agents and retailers must be ever on the alert to study the needs of the buying public and to see that these were served efficiently.

The remarks of Mr. Dauwalter were along similar lines; he too stressing the duty of agents to study the needs of their assureds and to make certain they had the form of indemnity needed, and in proper amount.

Amusing Skit Staged

An amusing skit entitled "A Day in a Local Agent's Office" portraying the effort of a special agent to induce representation of his company in an agency already well supplied with carriers, created hearty laughter.

Another appreciated departure was the motion picture exhibit prepared by the Aetna Casualty & Surety, which revealed in picture and voice the proper and improper method of approach by insurance salesmen. The business of the meeting concluded with the election of officers.

The Essex County Board of Underwriters was awarded the William J. Wilson memorial cup, in recognition of outstanding accomplishment in the interest of stock fire insurance agencies during the past year.

A. R. Lawrence, chairman of the Compensation Rating & Inspection Bureau, recorded a substantial gain in premiums on compensation business in the state, during the first half of the year, the gain for the agency companies being materially greater than that achieved by non-agency offices. In the five years ended June 30 last the agency companies, he stated, had an average loss ratio in the state of 54.7 percent; and nonstock companies 54.4 percent. The profit to the stock companies for the period averaged about 3 percent.

Two Convention Dinners

The association meeting this year was unique in that two dinners were held. At one the guest speaker was former United States Senator W. Warren Barbour, who spoke upon the "Constitution of the United States." At the other addresses were made by Col. Frederick Hickman, chairman of the governor's street and highway committee and by Commissioner of Banking and Insurance L. A. Reilly, whose sub-

ject was "The Department and the Agent."

An interesting incident of the evening was the presentation of a silver bowl to C. E. Meek, Jr., immediate past president, by his fellow members of the association, in recognition of his fine work during the past 12 months.

Where the semi-annual meeting of the association will be held will be determined by the executive committee. The probabilities are that Trenton will be chosen.

Frederick Hickman of Atlantic City gave a talk on the work of the governor's street and highway safety committee of which he is chairman. Its function is to coordinate activities of all agencies that are working in behalf of highway safety, such as police, safety councils, motor vehicle department, etc. New Jersey, he said, has always been a leader in the safety movement and the governor desires that it maintain that prestige. The committee has served as a medium for exchange of ideas between the various state departments and they have considered how to cope with the traffic problem next year in connection with the New York world's fair.

Biggest Turnout in History Seen at Pueblo Session

(CONTINUED FROM PAGE 5)

Stebbins, Denver, and "The Personal Property Floater, an Insurance Opportunity," by C. S. Housman, American of Newark, closed the speeches. The day closed with a greeting from H. H. Reynolds, Denver, Home of New York, president Mountain Field Club, Fred Lannigan, Colorado General Agents' Association, and Henry Evans, Mountain States Casualty & Surety Association.

Ladies were invited to a bridge tea, by Pueblo members' wives. At the evening banquet a motion picture, "Approved by The Underwriters" was shown. Charles Painter, a general agent for 55 years in Telluride, Colo., was introduced. Final of the day was dancing in the hotel ballroom, attended by all visitors and members, under the direction of President Fairall.

Move to Double Membership

The second day meeting was closed, for members only, and began with a program of business development. Thanks was voted to the Mountain Field Club's agency advisory committees, for the improvement of business conditions throughout the mountain region. Telegrams at this time were received from the Wyoming and New Mexico Associations of Insurance Agents, and the national body. On motion, a new office was created in the Colorado association, that of National Association Councillor, and Frank England, Jr. was appointed to the position. Colorado has not had a national councillor heretofore.

It was moved to send out a card every two weeks to non-members, giving five reasons why agents should belong. Howard Reynolds, Field Club delegate, suggested that each of the group's 180 members should get one new member by Christmas, and this plan will be carried out at once. Among the speakers was Robert A. Latimer, of Denver, correspondent THE NATIONAL UNDERWRITER.

President Fairall's Report

Urging an agents qualification law in his annual report, President Herbert Fairall, Denver, pointed out that companies have as much to gain from checking the mad scramble for agents, regardless of qualifications, as the members of the association. Particularly in the western and mountain districts of the state where distances are great and the cost of travel high, planting and maintaining an agency is a heavy financial drain. He quoted a recent survey of an agency force of 2,017 agents. Of this force, over 76 percent of the agents produced less than \$1,000 per year in

premiums, or a little over 5 percent of the total business. The agents producing over \$1,000 a year comprised 23½ percent of the total, but wrote over 94 percent of the business. Even more significant, the agencies producing under \$1,000 a year had a loss ratio of 90 percent of the net premiums less commission. Thus, Mr. Fairall pointed out, over three quarters of the agency force could not possibly give the company any profit.

Increase in Membership

Committees representing the Denver and Colorado associations have conferred with the company representatives during the year, Mr. Fairall reported, and have come to a tentative agreement on an agency qualification law to be presented at the next session of the legislature. An attorney has been employed to draft a bill along the agreed lines. The Colorado association has been working on the matter for eight years and is more convinced than ever of the need for an adequate licensing law.

Mr. Fairall also reported an increase in membership during the year. As an indication of the strength of the Colorado association, he stated that a survey revealed that member agencies write about 80 percent of the Denver fire and casualty premiums. He hoped that a similar survey would be made for the entire state during the coming year, which would undoubtedly help establish the strength of the association.

Other points discussed by Mr. Fairall were direct writing by companies, strengthening of resident agent laws to require writing of policies in the state and payment of commission wholly to the local agent, political insurance agents, fire and accident prevention and educational activities.

C. S. Housman's Address

The advantages of the personal property floater and suggestions for selling it were outlined by C. S. Housman, Denver, special agent American of Newark. He pointed out that this contract is allowed in only a little more than half the states and that Colorado agents should regard themselves as extremely fortunate in being able to sell it. In states in which it is not permitted, agents and assureds are constantly demanding it, and hence the advantages of this contract should be thoroughly capitalized.

At first glance, some people think the price of the personal property floater is high. However, it is unreasonable and unfair to compare it with the cost of fire and burglary insurance only. A proper comparison would be with the cost of fire, extended coverage, burglary, personal holdup and personal effects floater. Even if the assured were to purchase every specific type of policy in existence, he could not secure the same broad protection and the premium would be prohibitive. It is not a "rich man's policy," as every person with property worth \$3,000 or more needs this protection and can save money by carrying it. Rich people, however, are usually less claim conscious than smaller policyholders and are frequently willing to make a saving in premium by carrying the \$25 deductible clause.

Credit on Unexpired Cover

Mr. Housman stressed that existing insurance need not be canceled when the personal property floater is purchased, since the assured will be allowed a prorata credit of unexpired policies. He also maintained that the competition of unaffiliated companies has been greatly exaggerated, since in 1937 members of the Inland Marine Underwriters Association wrote 95 percent of the inland marine business of stock companies.

After reviewing the protection of the personal property floater, Mr. Housman urged the agents to know it thoroughly and at the same time to have a complete understanding of the assured, his hobbies, interests, personal inclinations, etc. He recommended use of a household inventory in obtaining values and of an insurance analysis in determining coverages which the assured needs. Use of these two methods will greatly in-

crease personal property floater premiums.

W. J. Kulp of Denver, manager of the Mountain States Inspection Bureau, said that the people in insurance should be able to diagnose its ills and through cooperative effort effect a cure. Some ills, he said, are of long standing so that they have become chronic and hard to treat. One of the greatest handicaps in reaching any accomplishment, he said, is the inability to get a proper perspective because of selfish interests. He told the agents that the fact that their suggestions are not always adopted should not discourage them from repeating them or making new ones as the process of crystallization of ideas is sometimes a long one. Company headquarters and company organizations, he said, have to take necessarily a wide view of the business. Very often the agents have a sort of parochial view. However, all hands have a right to express their opinions.

Insurance Needs Changing

Insurance needs, he said, are necessarily ever changing. Many adjustments in insurance coverages have been made during recent years to keep abreast with the times. He asked whether insurance men are taking advantage of the knowledge that is brought to them. He questioned whether insurance men mention to insurance buyers what stock companies are doing for the benefit of the public. There are a hundred different services that are being rendered free of charge to the public. The inspection bureaus, he said, are doing much to reduce fire and life hazards. In conclusion Mr. Kulp said:

"You as local agents are in a position to analyze the needs of your clients and with a knowledge of the underwriting limitations which your companies must adhere to, you should be able to do much toward the advancement of your business and the maintenance of its high standards, which have already been established through your cooperation with the other branches of the business."

"Cooperation" was the title and theme of the address of Herbert Cobb Stebbins, Denver, secretary American Association of Insurance General Agents. While improperly directed or misused cooperation can be and has been harmful, Mr. Stebbins declared, this does not change the universal truth that any group of people can accomplish more through collective action than individually. Cooperation does not mean that everyone must agree with a particular person. A person who wishes to surround himself only with "yes men" will eventually ruin himself, whether he be in business, in a trade association or in a government.

By cooperation, companies have stabilized the insurance business through underwriting associations and inspection bureaus. Through pools and associations it has been possible for member companies and their agents to write lines of business which no single company could assume.

Recovered Many Lines

Cooperation has recovered many lines of business for local agents and for stock companies where individual efforts have failed. Collective action has saved agencies from bankruptcy and companies from embarrassment. Local agents have cooperated in handling municipal business, with profit to themselves and better service for their assured. They have cooperated in some communities in clearing up undesirable credit situations and in other localities they have been successful in cooperative efforts to recover automobile finance business. Pointing to greater joint work on the part of the Rocky Mountain Field Club and the Colorado Association of Insurance Agents as a specific instance of more needed cooperation, Mr. Stebbins urged his audience not to be discouraged by occasional failures of sincere cooperation, but to consider sympathetically the position of the person and to strive for greater common action in all phases of the business.

Mutual Agents Convention Being Held in Baltimore

BALTIMORE—The National Association of Mutual Insurance Agents is holding its annual convention here this week. Gov. H. W. Nice of Maryland delivered the address of welcome, response being by C. C. Jennings, Baltimore, the president. Topics being discussed are relationship of the agent to his association, insurance and credit, problems of the limited market, the girl in the office, the selling job, how low the rate, building with mutual insurance, insurance education. E. I. Oakes, Washington, secretary, is to talk on "Looking Forward."

Speakers include L. J. Ackerman, professor of insurance University of Newark; H. H. Heimann, New York, executive manager National Association of Credit Men; Albert Peters, president, Mutual Insurance Agency, Washington; Kathryn Isenberg, Swigart Associates, Huntingdon, Pa.; W. S. Nott, Richmond, Va.; W. E. Billings, Niagara Falls; F. H. Graft, president North Carolina Association of Mutual Insurance Agents, Greensboro; J. E. Magnus, manager J. S. Kemper & Co., Chicago; J. W. Huntington, manager Ohio department, Mill Mutuals, Columbus; Ed. R. Hardy, New York, Insurance Insti-

tute of America. Mutual insurance agents from many states are attending.

Attend Pontiac Outing

PONTIAC—Commissioner Gauss and two other department executives, L. H. Sanford, second deputy commissioner, and Seth Burwell, head of the licensing division, were among those present at the annual outing of the Pontiac Association of Insurance Agents. Another special guest was W. O. Hildebrand, of Lansing, secretary of the Michigan Insurance Association. Agents feature was the presence of Mr. and Mrs. H. H. Thatcher, who were marking their golden wedding anniversary. Mr. Thatcher is dean of Pontiac agents and father of H. M. Thatcher, local board president.

Scott Fraser With Firemen's

Scott D. Fraser has been appointed superintendent of the inland marine department in the western branch of the Firemen's group in Chicago. He has had his headquarters in Detroit being Michigan special agent for the Marine Office of America. He was formerly underwriter for the same office in Chicago.

J. C. Knight Seriously Ill

Joseph C. Knight, well known Chicago broker and former head of J. C. Knight & Co., general agency, in the Insurance Exchange, is seriously ill in the Columbus Hospital where he was taken more than a week ago. He had been in poor health for several years. Mr. Knight in recent years had been a

broker with the J. M. Hogle Agency, but a short time ago went with C. A. Andersen & Co.

Staff People at St. Paul

NEW YORK CITY—Members of the headquarters staff of the National Association of Insurance Agents attending the big St. Paul convention next week will be Secretary W. H. Bennett, Assistant Secretaries J. B. Miller and George W. Scott of the New York office and W. T. Reed, Jr., of the Washington, D. C., office; Mrs. Jennie Sue Daniel, editor "American Agency Bulletin," and Miss Mary Mobberly, secretary to Mr. Bennett.

Sidney O. Smith, Jr., son of the prominent Gainesville, Ga., local agent, a member of the National Association of Insurance Agents executive committee, is entering Middlesex school at Concord, Mass., having won a scholarship. His father accompanied him to Concord and from there went to St. Paul to be present at the big annual convention next week.

Late News from the Casualty Field

Central Mutual Plate Glass Hearing Set for Sept. 28

The next hearing on the attempt of the Illinois insurance department to put Central Mutual Plate Glass in liquidation will be on Sept. 28 before Superior Judge D. S. McKinley. Assistant Attorney-General J. B. Harris has filed a motion to strike the answer of Central Mutual Plate Glass to the petition for receivership, alleging that it does not answer the charges.

If the motion is sustained, the company will be placed in liquidation immediately. If it is denied, a trial will be held on the issues of insolvency and failure to meet the requirements of the Illinois insurance code for mutual plate glass companies.

The answer of Central Mutual Plate Glass, filed by Attorney Myer Rosengard, states that the company is ready and willing to meet the code requirements and that it has actually tendered sufficient securities to the insurance department, which securities were refused. It also denies the charges that the officers and directors were extravagant and drew excessive salaries. No compensation was paid directors for attending meetings during 1938, Mr. Rosengard maintained, and the salary of President Harold Schlensky was only \$25 per week, not \$75, as alleged in the bill for liquidation. Further, Mr. Schlensky has waived all salary not actually collected, thus reducing the debts of the company.

Aetna Casualty's Exhibit at St. Paul Convention

The Aetna Casualty & Surety will have an exhibit at the annual convention of the National Association of Insurance Agents, in St. Paul, next week as it has been the custom for many years. It will introduce for the first time a new addition to its electrical and mechanical devices for testing various phases of driving ability. The new device, the "Aetna Peripherometer," tests the range of an automobile operator's side vision or ability to perceive objects at either side of the road while his eyes are focused directly ahead. Many persons have a very restricted field of vision which is frequently called "tunnel vision" because it produces the same effect as though one were driving continuously through a tunnel.

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Our hundreds of representatives deal directly with our home office. This cuts "red tape," eliminates much unnecessary correspondence and considerable expense.

Whenever a difficult problem confronts you, you can always feel free to call upon one of our officers or field representatives. Our state and special agents are chosen for their long experience in field work, for their understanding of the local agent's problems, and for their ability and willingness to help solve those problems. Both our officers and field representatives give you every possible assistance in securing new business. Naturally, such cooperation makes it easier for you to sell RELIABLE FIRE INSURANCE.

Well known in insurance circles for financial stability and prompt payment of just claims, Reliable has thousands of policies in effect. You'll be proud to represent Reliable.

Write today. Ask us to explain in detail how RELIABLE COOPERATION, and a RELIABLE FIRE INSURANCE AGENCY can mean greater profits and easier selling for you. Address Wm. F. Kramer, President; E. J. Weiss, Secretary.



STATE AND SPECIAL AGENTS

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Dog—The Friend of Man



THE RESCUE

In a sudden lull in the artillery's deep song, a dog's bark rings out—a pleading bark, in No Man's Land. Yankee eyes see him now—in a shell-hole—the scarlet emblem of the Red Cross on his side. A hard-bitten veteran of three fierce engagements goes over the top alone in a headlong rush. He falls beside the dog as a burst of machine gun bullets whistles over him.

A hasty bandage about the dog's wounded leg. Then out of the pit, staggering under his burden! A clumsy, stumbling race with the whining lead—a rescue!

Thus the artist, J. O. Todahl, portrays a thrilling moment during the World War and pays tribute to man's friend, the dog.

Another Friend of Man
—INSURANCE—
Especially When Placed With

A Friendly Company

SECURITY FIRE INSURANCE COMPANY

DAVENPORT, IOWA
Protection Since 1883

(Reduced reprint from a series of calendar-brochures sent monthly to our agents and prospective agents.)

Hits Wholesaling as Undermining the Agent's Business

(CONTINUED FROM PAGE 3)

The specific point discussed by Mr. Cheney was the prevalence of the "I can get it wholesale" idea among buyers of many commodities and the encouragement given these practices by business houses in distributing "courtesy cards" to their employees. He stated that an investigation of his association revealed that executives of more than 1,800 firms in New York, 1,100 in Chicago and 600 in Detroit have been doing this. Included in this list were a number of insurance organizations. Already 15 percent of the merchandise sold in the furniture business leaks out through private avenues of distribution. This practice affects the well being of 1,500,000 retail stores and the employment of 5,000,000 retail clerks. Not only is this ruinous to the entire retail industry, but in the majority of cases the purchasers have not gotten the quality of material represented or the bargains they expected.

Firm Is Not a Wholesaler

It is obvious that any firm which has "courtesy cards" printed is not a wholesaler making an individual exception, but a retailer selling to thousands of people on the same basis. Purchasing agents and employment agents of large corporations know their own business, but cannot be experts in home furnishings, fur coats, jewelry, clothing and other personal merchandise. Executives and employers have been as badly tricked as the humblest employees.

The most encouraging aspect of the situation, stated Mr. Cheney, is that employers have begun to realize that they are undermining business by encouraging such practices. Better business bureaus through the United States have recently agreed at the request of the National Retail Furniture Association to include "wholesaling" firms in their investigations. The Federal Trade Commission recently acted against an alleged jewelry "wholesaler." Reminding his audience that the well being of insurance agents is tied up with that of other retailers, Mr. Cheney asked them to do all in their power to discourage these practices and to urge similar cooperation from the insurance companies.

Palmer Tackles Auto Line In All Its Phases

(CONTINUED FROM PAGE 3)

true, out of curiosity to see a show, but a good many others felt that at this meeting a new trend might be detected and it would be important for them to watch the surface of the water for a possible shift in the wind.

Whatever is done in Illinois is very likely to prove significant, nationally. Mr. Palmer announced at the hearing that he had received communications from ten or a dozen other commissioners expressing interest in what is being done in Illinois and implying that other states are prepared to follow the leadership of Illinois. Mr. Palmer is vice-chairman of the special committee on automobile finance business of the National Association of Insurance Commissioners.

Last spring, after Illinois sent out its searching questionnaire to insurance companies on their finance writings, Missouri and Texas conducted inquiries that were almost as deep. Just recently the state of Washington sent to companies a form for reporting automobile experience for the past several years, with a special entry for automobile finance business, including premiums, losses and commissions.

At the hearing in Chicago, Mr. Palmer did most of the talking. By his side was seated H. A. Miller, who has been in immediate charge of working up the facts and who has an intimate knowl-

edge of the automobile business. Mr. Miller served largely as a prompter.

Mr. Palmer invited J. Ross Moore, manager of the National Automobile Underwriters Association, to go to the front of the room and make a talk, but Mr. Moore contented himself by saying just a few words from where he was. He said that the conference companies have been pondering the automobile finance problem for a long time and have been seeking to bring about a decrease in commissions.

Palmer to Name Committee

Mr. Palmer at first suggested that the companies appoint a committee to go into the matter and bring forth a proposal. However, at the suggestion of W. F. Beyer, vice-president of the Home and president of the National Automobile Underwriters Association, the agreement was that Mr. Palmer should appoint a committee consisting of conference and non-conference representatives.

E. A. Henne, vice-president and western manager of America Fore, said a few words. W. L. Wallace, vice-president of Pacific National Fire, said that although his company has no interest in finance business in Illinois, conditions on the Pacific Coast are intolerable and his company is supporting the Illinois movement to the utmost.

Average Commission 41%

Mr. Palmer said that the average commission paid on finance accounts in Illinois is 41 percent and the loss ratio is 55 percent. There are 225 finance accounts in the state, of which 75 are of major consequence. He said that about 50 percent of the automobile, fire and theft collision business in the state comes from finance accounts. He expressed the belief that it is unfair to use the experience on finance business, which is impressed with a high commission cost and a high loss ratio, in arriving at the rates for individually owned cars.

Mr. Palmer said that commission of 55 1/2 percent is paid on one particular finance account. There was one account which paid only 25 percent and Mr. Palmer made the humorous remark: "This fellow doesn't know what he is missing."

Mr. Palmer said that very little of the commission is retained by the agent. Most of it goes to the finance company under one guise or another. The agent usually retains 5 percent of the commission and sometimes only 2 1/2 percent.

Mr. Palmer said that he had conducted a three-way inquiry. After getting in the returns from the companies, he interrogated the agents involved and the finance companies. He said that a number of discrepancies were disclosed.

Mr. Palmer declared that when he launched the inquiry he assured companies that there would be no prosecution based upon what was disclosed. He said that he had to restrain himself, however, from making prosecutions because some of the situations that were brought out were outrageous. After a reform program is instituted, however, he said, he will not hesitate to prosecute.

Mr. Palmer said that the insurance companies, in paying high commissions on finance business, must know that a large part of that amount goes to the finance company as brokerage.

Mr. Palmer threatened that unless an acceptable program is offered and embarked upon, he will go to the legislature at the January session and demand enactment of legislation to give the department control over commissions. He said that he prefers to have a program ready in 60 days. He said the committee will not be permitted to carry on protracted discussions and defer decisions.

Natural Forces at Work

Independent of any external pressure from Mr. Palmer or any other insurance commissioner, the commissions on finance business are being worked lower all the time. With the frightful loss experience that developed under the col-

lision line, most of the companies individually and without concerted action sought to amend their contract by reducing the commission. Some companies took an uncompromising position and let the business go if the assured were not willing to accept a lower commission and in other ways sought to improve the experience. The market became more and more restricted and the companies have been able to get the commissions reduced. It is quite likely that if Mr. Palmer conducted his inquiry as of today, he would find that the average commission is lower than 41 percent. Some months ago conversations were held among companies interested in writing finance business, non-conference as well as conference, in an attempt to get an agreement not to pay any commission in excess of 30 percent. This endeavor was unsuccessful, but nevertheless, the individual companies have been taking action in their own self interest.

Sometime ago the Chicago Automobile Superintendents Club worked out a plan that they recommended, for a sliding scale of commissions on finance accounts, according to the loss experience. This proposal was rejected. As a matter of fact, that is actually what happens although it does not happen automatically. When the loss record is favorable and insurance companies are competing for the business and finance companies have the upper hand, commissions soar. When the business turns sour and a seller's market develops, the commissions are forced downward. The strong position taken by Mr. Palmer will serve to strengthen the hand of the insurance companies throughout the country, in bargaining with finance companies and agents. Mr. Palmer's campaign also may deter a company here and there that might be willing to take a flyer in the finance business and thus will have the effect of making it easier for the individual company that is seeking to improve the terms upon which its business is being written, to accomplish its purpose.

The automobile fire and theft meeting was carried over to Tuesday. There was a general discussion of a rate manual with special reference to rules and forms. The object is to bring about, if possible, a standard manual for all companies.

The fire and theft insurance men adjourned Tuesday to get together with the casualty men on a plan that would govern both branches.

Move Made to Bring About Uniformity in Practices

(CONTINUED FROM PAGE 3)

in business and those using their cars for pleasure must be applied statewide. The same percentage must be used throughout Illinois.

A third requirement is that there must be inserted in the policy itself some statement to indicate clearly whether it was written at the business rate or at the non-business rate. Apparently most of the companies that have been using this so called occupational plan have merely been inserting in the item "The purpose for which the automobile is to be used are" the words "pleasure and business" regardless of whether the business or non-business rate was charged. Hereafter these companies are privileged to use the words "pleasure and business" if the non-business rate is charged, but if the business rate is charged, the entry must be made "use of car is required in business." The department states that the purpose of this requirement is to facilitate checking.

At the meeting of the Alabama Field Men's Association tribute was paid to the late J. T. Robertson, well known southern field man. He was born at Abbeville, S. C., May 26, 1879. He graduated from Clemson College. Later he was manager of the Mississippi Inspection & Rating Bureau. For years he traveled for various companies in the south.

Excellent Talks Made at Muster of Montana Agents

(CONTINUED FROM PAGE 9)

ment Administration; the intense interest evidenced by agents, brokers and property owners in the financial stability of insurance companies; the more scientific purchase of insurance by business institutions; the increase in cut-rate competition which, together with the business depression has encouraged a shopping instinct on the part of the insuring public." Many other trends are evident, said Mr. Gregory, but the two outstanding ones are: Comprehensive forms of coverage and second, the work and value of existing organizations.

In his discussion of the development of comprehensive forms, Mr. Gregory told of the inroads made by the inland marine companies or departments of companies; how the fire insurance men "railed and ranted," and complained about the loss of strictly fire business to their marine "brothers" but which led eventually to providing means for meeting requirements of the day by the fire companies. He told of the development of the Inland Marine Underwriters' Association, the Interstate Underwriters' Board, the more general use of pro rata provisional forms and promulgation of the nationwide definition with its adoption by the majority of the states. Additional recognition of the problem resulted in the supplemental contract, or extended coverage endorsement to the fire policy, and while there is still much to be learned about this broadened coverage and the proper rates applicable, the important thing to remember is that the greater the volume and the wider the spread of liability written by the companies, the more likelihood there is of a resultant rate level which will be adequate and saleable. If, on the contrary, he said, the use of this endorsement continues to be as spotty territorially as it is at present, higher rate levels and probably more restrictive forms will be the natural result.

Development of the comprehensive liability policy is another example of the recognition of a need for broader policies, he said.

Discussing the second major trend—the work and value of existing organizations, Mr. Gregory said that every insurance man is greatly encouraged by the tendency on the part of company and agency organizations to get together in a spirit of fair play and in an attempt to solve their common problems. He referred to the numerous agency groups affiliated with the National Association of Insurance Agents which, designed primarily to deal with unstable conditions in the production end of the business, have grown tremendously and are now a great stabilizing force. Their influence, he said, is of the utmost importance, not only in the opportunities afforded for mutual benefit and improvement and the development of a greater sense of the responsibilities of agents to the public, but also in the solution of difficult state and national problems which, with increasing regularity, seem to beset the business.

Interest in Bloomington Loss

Insurance men are taking much interest in the fire at Bloomington, Ill., Sept. 8, which caused something like \$100,000 loss. The chief damage was done to the Soper building, 216-22 West Jefferson street. There was small damage due to adjoining buildings. The fire started in the basement along about 7:30 a. m. and was discovered by an employe arriving for work. He had already started two large air exhaust fans and the air currents thus created caused the fire to spread rapidly over the basement. When the fire department arrived it was almost impossible to enter that area. It was brought under control about 9:15 o'clock. The building was badly burned and contents on all floors were a total loss.

INSURANCE COMPANY OF NORTH AMERICA

PHILADELPHIA, PA.

America's Oldest Fire and Marine Insurance Company

Financial Statement, June 30, 1938

ASSETS	LIABILITIES
Bonds and Stocks.....\$83,621,501.94	Reserve for Unpaid Losses.....\$ 5,538,356.00
Valued as required by National Convention of Insurance Commissioners	
Mortgage on Real Estate..... 20,525.00	Unearned Premium Reserve.... 21,422,630.00
Accrued Interest 204,040.09	Deposits Reclaimable on Perpetual Policies 875,504.33
Real Estate Philadelphia, New York City and San Francisco 5,914,208.98	
Cash in Banks and Office..... 5,102,396.12	Reserve for Taxes and Other Expenses 1,532,100.00
Premiums in Course of Collection 3,083,038.92	Reinsurance Non-admitted Companies 509,123.39
Notes Receivable for Premiums 34,062.47	Dividend Payable July 15, 1938 1,200,000.00
Reinsurance Claims on Losses Paid 186,110.18	Cash Capital 12,000,000.00
Accounts Receivable 7,414.52	Surplus 55,095,584.50
Total Admitted Assets.....\$98,173,298.22	Total Liabilities\$98,173,298.22

If actual market values as of June 30, 1938, were used in valuing all stocks and bonds held by the Company at that date the total value thereof would be \$84,395,743.67. In such case the total admitted assets would show as \$98,947,539.95 and the surplus as \$55,869,826.23.

EDITORIAL COMMENT

Point Out Weaknesses of Agents

THERE were two company executives who made addresses last week that were particularly helpful and impressive. LAURENCE A. FALLS, vice-president of the AMERICAN of New Jersey, one of the younger officials who is a thinker and well versed in insurance history and procedure, talked to the annual meeting of the PENNSYLVANIA ASSOCIATION OF INSURANCE AGENTS. Another equally potent executive, a man who is resourceful, JAMES A. FULTON, president of the HOME LIFE of New York, also made a talk in Pennsylvania, addressing the PITTSBURGH LIFE UNDERWRITERS ASSOCIATION. Both executives became kindly but forceful critics of the men in the field. We learn much more from criticism than praise. There is nothing so constructive as criticism from one who is a master in his calling and who has a very broad vision.

In both instances the speakers pointed out to the agents some of their own faults which may be their undoing. There is a tendency on part of agents, especially in their organizations, to decry companies for this procedure or that. Very often the protest is well founded and justified. Frequently agents become impatient of delays, overlooking the fact that reforms usually come rather slowly, especially those that are lasting. We must not set aside lightly the highly competitive features that we have in insurance.

All forms of insurance are interested in our agency system. The agents must justify the compensation they receive. They

must render service commensurate with it. If the public becomes convinced that the portion of the insurance dollar going to acquisition cost is too great then there will be a tendency toward direct writing companies or those having branch offices.

Mr. FALLS in his talk made the definite statement that no one can justify diverting more than one-third of the premium dollar for agency service. At the hearing conducted by Insurance Director PALMER of Illinois on commissions paid for automobile finance business he stated that the questionnaires he sent out revealed that some of the commissions ran as high as 45 percent and in one instance 55 percent. A situation of this character naturally will not be tolerated long by the premium paying public. The assured, of course, pays the commission and he rightfully demands that he receive expert service in turn. The policyholder never objects to the commission if he gets value received. If he buys an automobile on the deferred payment plan and finds that he is paying 45 percent for his insurance, naturally he rebels.

Mr. FALLS made the statement, and it is one that we all should carefully ponder over, that if organized agents are interested in preserving the value of their agencies they should use their tremendous power to keep agency commissions within the real indispensable value of agency services. Excessive commissions will lead to trouble.

Felicitations to Massachusetts Bonding

THE fraternity at large was glad to extend felicitations to President T. J. FALVEY of the MASSACHUSETTS BONDING and his associates. The company put on a big party last week in honor of President FALVEY's achievements as the founder and chief executive of the company, celebrating as it did its 31st anniversary. Furthermore this year marks Mr. FALVEY's 70th birthday anniversary. That makes the MASSACHUSETTS BONDING jubilee more intriguing, linking it up in a personal way with the distinguished president who has built its success.

Furthermore, Mr. FALVEY started in the insurance business 40 years ago and strange to say it was in a basement office at 85 Water street, Boston, which marks the main entrance to the MASSACHUSETTS BONDING's new home office building. The move of the MASSACHUSETTS BONDING to its new building made the hub around which the celebration revolved. The MASSACHUSETTS BONDING is one of our finest companies and all in the business will not hesitate to extend to its organization all along the line hearty congratulations.

Strengthening of Organization Personnel

IN ORDER to maintain a constantly strengthened personnel in an organization and to build up continuously progressive manpower, much responsibility rests on those who are directly concerned with injecting new blood into a system and building up those that are employed. The great mistake, and one of the most conspicuous,

is the tendency to hold on to a person when the employer realizes that he is not making the grade. When an employer is dubious as to whether an employee cannot make good it is then due the latter that a frank talk be held and the employee told candidly the situation. Frequently in an organization a man may be evincing

no signs of progress or properly orienting himself to his environment when he could be shifted to some other line of work and be perfectly contented and helpful and a progressive man secured.

In every organization there are square pegs in round holes and round pegs in square holes. It would be of great value to the office or employment manager if he would make a study of psychology. Even practical psychiatry can be brought into play in some cases. The skillful analyst

of human character and attributes can very frequently bring out the reason a person is not succeeding and moving forward. There may be some few adjustments that need to be made. It is very likely that the person is occupying a place for which he is not adapted.

In these days we need the strengthened and more progressive personnel, a constant injection of fresh material into organization and intelligent guiding and training of those down the line.

PERSONAL SIDE OF BUSINESS

H. F. Risbrough, assistant commissioner of California and his family are spending a 15 day vacation in Yosemite and Sequoia National Parks. Deputy Commissioner Sam M. Green is in charge of the Los Angeles office of the department during Mr. Risbrough's absence.

A. Battrick, assistant manager of the Phoenix group in London is spending some time in this country and is attending the joint casualty and surety convention at White Sulphur this week.

T. C. Field has so far recovered from his leg amputation that he has been able to leave Miller hospital and is now at his home. Mr. Field is head of the Joseph A. Rogers agency in St. Paul.

W. H. Lininger of Evanston, Ill., retired resident vice-president of the Springfield Fire & Marine in its western department, and Mrs. Lininger will celebrate their 50th wedding anniversary Saturday. The Liningers reside during the summer at 2327 Park Place, Evanston. Both are natives of Galien, O. Mrs. Lininger was Miss Flora Bell Maxfield. They have two children, Herbert K., who is state agent of the Springfield in Oklahoma, and Homer D., who was formerly associate general agent of the Connecticut Mutual Life in Chicago and now proprietor of "The Lodge in the Desert" near Tucson, Ariz., where Mr. and Mrs. W. H. Lininger spend their winters, having put up an abiding place there this year.

A pleasant happening at Nutley, N. J., Sept. 16, was the celebration by **Max C. W. Buchenberger** and Mrs. Buchenberger of the 25th anniversary of their wedding, an occasion remembered as well by a host of their friends. Mr. Buchenberger is special agent for the Underwriters Salvage Co. and for a number of years has been the efficient wielder of the goose quill for the New York City Blue Goose.

Archie B. Millard, who becomes president of the Grand Rapids, Mich., Association of Insurance Agents, is one of the younger men in the business having started in a local agency there in 1930. Before that he had been a field man for an automobile company going with it in 1928. He served as chairman of the fire and accident prevention committee for his local board and has been a moving force in improving public relations of insurance in Grand Rapids and the state. Under his leadership members of the local board volunteered to conduct a city-wide traffic survey by which the city commission

and other public safety agencies will have facts and recommendations of traffic experts in solving local problems of traffic flow and accident prevention. He supervised the fire and accident prevention exposition held in connection with the Michigan Safety Congress in Grand Rapids last year. He is a conspicuous worker in the local safety council and the association of commerce. He has been a member of the mayor's committee on building construction.

Hobart Brady, Swope-Brady Agency, members Wichita Insurors, addressed the New England regional meeting of the New England Association of Real Estate Boards in Worcester, Mass. During the year he has been chief convention speaker for the National Association of Real Estate Boards. He will speak at Memphis in October and at the national convention at Milwaukee in November.

Coincident with announcement of appointment of **J. F. Gibson** as assistant commissioner of Oklahoma, comes that of his prospective marriage to Miss Marion Gladys Hauck, prominent socialite, at Oklahoma City. The wedding will be Oct. 5 at the First Presbyterian church.

E. T. Cairns, vice-president Fireman's Fund group, is in the Pacific Northwest on the first lap of a tour of the country. Following attendance at a meeting of the Washington Advisory Committee in Seattle, Mr. Cairns will attend the Western Underwriters Association meeting at Hot Springs, Va. Later he will stop at Denver for a meeting of the Rocky Mountain Supervisory Committee. Before returning to the head offices he will also visit department offices of New York, Boston and Chicago.

Samuel A. May of Johannesburg, Union of South Africa, director of Dominion Insurance Company of South Africa, was in Chicago last week. He is on a research trip which includes Canada, France, Belgium, Switzerland, Italy and England. He will sail for London next week and expects to return to Johannesburg early in November. The Dominion writes life, automobile, fire and virtually all other lines of insurance except marine.

John W. Friend, Virginia state agent Phoenix of Hartford, Petersburg, was recently elected moderator of the Synod of Virginia of the Presbyterian church at its 151st annual session held in Richmond. He is the third lay moderator to be chosen, in the history of the synod.



THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO. Wabash 2704

EDITORIAL DEPT.: C. M. Cartwright, Managing Editor. Levering Cartwright, Ass't. Man. Editor. News Editors: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor.

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Subscription Price \$4.00 a year in United States and Canada. Edition, \$5.50 a year. Entered as Second-class Matter April 23,

Single Copies, 20 cents. In Combination with Life Insurance 1931, at Post Office at Chicago, Ill., Under Act, March 3, 1879.

Mr. Friend is a former moderator of the East Hanover Presbytery. He is a nephew of the late Archibald G. McIlwaine, former U. S. manager for the London & Lancashire and president of the Orient. He is a brother of R. M. Friend, long manager of the Richmond office, Fire Companies Adjustment Bureau, now retired.

Charles Barsotti, Pacific Coast manager Fire Association, is on a business trip to the head offices of his companies at Philadelphia. **Frank M. Avery**, retired Pacific Coast manager of the companies, has just returned from an extended European trip.

T. J. A. Tiedemann, who recently retired from connection with the National Automobile Underwriters Association after more than 40 years' service in fire and automobile circles of the Pacific Coast, is vacationing in British Columbia. Before returning to his home in San Francisco, he will visit Seattle and Portland, renewing old acquaintanceships.

J. D. Smart, the new president of the New Hampshire Fire, who succeeds F. W. Sargeant, made chairman of the board, has been with the company since he was a lad. His entire business experience has been spent in the office and field for the New Hampshire. He has been attending a number of the insurance meetings as President Sargeant eased off. He was regarded as the natural successor to Mr. Sargeant. Mr. Smart has a keen political sense, possessing a pleasing personality and a winning smile. He is highly regarded by his organization and those that have come in contact with him.

Mr. Smart went to the New Hampshire as a clerk in 1901 and later was sent out into the field. He became special agent for eastern Massachusetts and Rhode Island and in 1920 was shifted to New Hampshire and Vermont. He was recalled to the home office in 1930 as secretary.

The Spring Lake Yacht Club of Muskegon, Mich., has elected **C. D. R. Mulder**, prominent local agent and ardent yachtsman, a life member. He directed reorganization of the club in 1927 and helped organize in 1931 the Western Michigan Yachting Association.

Henry Lussem, state agent Iowa and Nebraska Sun and Sun Underwriters, is recovering from an appendicitis operation at Mercy hospital in Des Moines. His condition still is reported somewhat serious.

B. C. Hopkins of Des Moines, newly elected president Iowa Association of Insurance Agents, gave a chicken dinner for members of the Des Moines Underwriters Association at his home.

W. T. Shirley of Des Moines, state agent New York Underwriters and president Iowa State Fire Prevention Association, was married to Ellen Haggard of Des Moines, at the home of the bride's parents, Mr. and Mrs. R. S. Haggard, in Sedalia, Mo. The couple left for a trip through the Ozarks in southern Missouri and Arkansas.

M. L. Ward, 80, who started in insurance nearly 60 years prior to his retirement three years ago, died Saturday at his home at Glen Rock, N. Y. He was the father of W. J. Ward, general manager of the New York Fire Insurance Rating Organization. The elder Ward started his insurance career Dec. 1, 1878, in a local agency at Paterson. Two years later he became secretary of the Passaic County Board of Underwriters. Later he joined the New York Suburban Tariff Association as an in-

Get Together Dinner Plans for St. Paul Rally

ST. PAUL—F. W. Ramaley, foremost caterer in this part of the country, has been engaged to serve the get-together dinner that will usher in the annual convention of the National Association of Insurance Agents. The dinner will be given to delegates and guests at the municipal auditorium the night of Sept. 27. Upwards of 2,000 are expected to attend.

All committees this week were whipping plans into shape so all details will be taken care of by opening of the convention. Members of the St. Paul Association of Insurance Women were called together this week to discuss the part they will take. The women, all employees of St. Paul agencies, will serve as hostesses at various social functions.

Paid registrations now approximate 700 but the main rush is expected with arrival of delegates which will begin this coming week end. The auditorium where the dinner and ice spectacle will be put on was being put into shape for the affair this week. The local committee has the housing situation well in hand.

Officials of the National association were due to reach St. Paul this week for a final checkup on arrangements and to be on hand for preliminary conferences.

spector and rater. In 1895 he was made special agent of the North British & Mercantile in the middle department, resigning in 1905 to join the Schedule Rating Office of New Jersey in its Paterson office. He continued in charge there until his retirement.

Fred A. Hubbard, chairman of the Globe & Rutgers Fire, following a week spent in San Francisco, arrived in Los Angeles on a visit to the southern California agencies. One of the first messages reaching him after his arrival was one notifying him of his election to the presidency of the Hanover Fire.

W. D. Williams, president and western manager of the Security of New Haven, is in Presbyterian Hospital, Chicago, recovering from an attack that overcame him at the seat of the western department in Rockford. Mr. Williams was confined in a hospital in his home city and then was transferred to the Presbyterian Hospital. He has been under great strain going from the head office in New Haven to the western department at Rockford every other week.

Carroll L. DeWitt, retired assistant United States manager of the Eagle Star who resides during the summer at 251 Pondfield Road, Bronxville, N. Y., expects to close up his house about the middle of October and go with Mrs. DeWitt to Daytona Beach for the winter. They spent the winter there last year.

L. B. Blakemore, deputy commissioner of Ohio, who was injured in an automobile accident in New Mexico several weeks ago, still is confined to a hospital in Tucumcari, but it is hoped he can be removed to his home in Cincinnati soon. He has a fracture of the skull and broken arm. Mrs. Blakemore also was injured about the back, and is in a cast in the Tucumcari hospital.

After attending the casualty meet, at White Sulphur Springs **F. N. Julian**, Alabama commissioner, president National Association of Insurance Commissioners, planned to visit the "Second Capital" of the Confederacy as guest of Commissioner G. A. Bowles of Virginia. Mrs. Julian is accompanying him. Commissioner Bowles was arranging to stage a dinner in his honor and to have leading agents in Richmond present to greet him. As is well known, the first capital of the Confederacy was at Montgomery in Commissioner Julian's home state.

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The NATIONAL UNDERWRITER

September 22, 1938

CASUALTY AND SURETY SECTION

Page Seventeen

Growing Troubles Stir Up Agents at White Sulphur

Political Control of Lines and Resident Agent Laws Up for Action

By DOROTHY B. PAUL

WHITE SULPHUR SPRINGS, W. VA.—"Insurance is becoming a political football," declared H. W. Schaefer, New York City, president of the National Association of Insurance Brokers, at the round table meeting of the National Association of Casualty & Surety Agents where the control of insurance by politicians was a chief topic for discussion. This practice, which is largely concentrated in cases of contract bonds, is general throughout the country, according to the reports of various agents at the meeting. Politicians can control the placing of business by promising tax reductions and the like and the result is not only are legitimate insurance agents deprived of such large accounts, but the public is being advised on insurance matters by men who know very little about them.

Movement in New York State

Mr. Schaefer stated that certain steps have been taken in New York state to prevent this situation by strengthening the qualification laws for brokers and agents to such an extent that serious study is required for a man to pass his examination to secure a license. He suggested that similar action be taken in other states. Secretary C. H. Burras, Chicago, suggested that a resolution be drawn up regarding the political control of insurance. This was seconded by C. A. Abrahamson of Omaha, chairman of the executive committee, who proposed the presentation of a resolution condemning political racketeering in insurance and that the conference committee be instructed to confer with the companies for support in this matter.

Special Rating on Contract Bonds

John T. Harrison, New York City, brought up the subject of special rating of contract bonds and pointed out that as the situation now stands there is not a fair distribution of the savings for the customer between the companies and the producers. He cited an actual case on a government bond where the premium was reduced \$35,000 and the general agent stood four-fifths while the company bore only one-fifth of the reduction. Secretary Burras briefly rehearsed the history of this situation for the past five years. The formula of 12 percent per \$1,000 and 12½ percent commission on all government bonds over \$2,000,000 was promulgated in 1933 and two years later it was extended to all contract bonds over \$2,000,000. Mr. Harrison urged that action be taken to express the dissatisfaction of the agents with this arrangement. Considerable discussion followed in which Mr. Schae-

Two Assistant Managers Are Named by the Zurich

Albert Vogt and Joseph F. McDonough Are Promoted in the U. S. Branch

Neville Pilling, United States manager of the Zurich, who returned last week from a visit to the home office in Switzerland, has announced the appointment of Albert Vogt as assistant United States manager in charge of underwriting and Joseph F. McDonough as assistant United States manager in charge of claims.

Mr. Vogt's appointment follows 12 years of service at the United States head office, first in the claim and legal departments, and during the past seven years in charge of various activities of the company relating to the analysis of current trends in underwriting results of all agents and branches. He is well grounded in the principles of the casualty business, both by a splendid background of education as well as by extensive practical experience, and for the past several years he has been assisting the management in shaping the underwriting policies of the company.

Mr. McDonough's Career

Mr. McDonough came to the Zurich as superintendent of claim department shortly after the retirement of A. H. Brown, assistant United States manager. With the added responsibilities of his new position Mr. McDonough will continue to have countrywide supervision of all claim activities of the United States branch. He is a man of wide experience in all phases of claims work, including investigation and adjustment as well as the trial of cases. His early training in this field was received under the leadership of P. W. Linscott of the Employers Liability, and during the 10 years prior to his connection with the Zurich he was superintendent of midwest claim division for the former company with headquarters in Chicago.

These appointments are in addition to the existing officials of the branch, Harry H. Fuller, deputy United States manager and Carl L. Kirk, assistant U. S. manager.

Edward C. Woodard, formerly supervising examiner, becomes superintendent of the claim department at the United States head office.

fer suggested that the protest be made on the grounds that the companies' loadings were nearly as high as the agents' and therefore the agents should not have to bear so much of the reduction. Mr. Harrison then proposed drawing up a resolution for a plan of approach to the surety acquisition costs committee to consider a more equitable revision of the rating of large contract bonds.

Multiple Location Risks

Presiding Officer Cliff C. Jones of Kansas City, president of the agents' association, brought up the topic of non-resident agent laws which are being passed in many states and will eventually confine the general agent to his own state. Mr. Jones pointed out that

(CONTINUED ON PAGE 24)

F. Robertson Jones Retires as Association Secretary

Has Served the International Association in This Capacity Since 1909

WHITE SULPHUR SPRINGS, W. VA.—F. Robertson Jones, secretary International Association of Casualty & Surety Underwriters, who has served in that capacity for many years since 1909 and has been the chief factotum in arranging for the joint casualty conventions, is not at the present meeting. He retired from his other activities but still retained the secretaryship of the International body, having recently resigned. This year there will be a new secretary elected and the choice very likely will go to C. W. Fairchild, general manager of the Association of Casualty & Surety Executives. Mr. Fairchild is regarded as the logical man for the place and his elevation to the office, it is assumed, will take place Thursday at the business meeting of the International body.

Mr. Jones' Career

Mr. Jones is a native of Wicomico county, Md., born there in 1872. He was graduated from the University of Western Maryland when he was 20 years old and three years later was given his M. A. degree from the same college. In 1895 he received his Ph. D. from Johns Hopkins. The next year he went back to Western Maryland as acting professor of history and economics, the subjects to which he has devoted great study all his life. The following year he went to Johns Hopkins as instructor and later to Union College. In 1897 he was sent to England as a special representative of the U. S. Bureau of Education. In 1902 he became associate professor of economics at Bryn Mawr College, where he remained until 1906.

Joined Fidelity & Casualty

He then joined the Fidelity & Casualty and was later made assistant secretary of that company. He was appointed secretary and treasurer of the Workmen's Compensation Bureau in 1912 and retained that position until he became general manager of the Association of Casualty & Surety Executives nine years ago. When the United States went into the World War W. G. McAdoo, then Secretary of the Treasury, appointed Mr. Jones a member of the advisory board of the Bureau of War Risk Insurance in the military and naval division.

Author of Many Books

Mr. Jones has been secretary and treasurer of the International Association of Casualty & Surety Underwriters, the Association of Casualty & Surety Executives and the Bureau of Personal Health & Accident Underwriters. He has also been secretary of the Committee of Nine on Financial Responsibility for Automobile Accidents.

He compiled the "Digest of Workmen's Compensation Laws" as well as various pamphlets giving the compensation laws of the different states and is the author of many books on historical and economic subjects.

Casualty Leaders in Convention at White Sulphur

Companies and Agents Have Joint Meeting — Six Commissioners Heard

By DOROTHY B. PAUL

WHITE SULPHUR SPRINGS, W. VA. — A plea for uniformity in the law was the keynote of the informal remarks made by the six insurance commissioners present at the opening session of the joint meeting of the International Association of Casualty & Surety Underwriters and the National Association of Casualty & Surety Agents at which J. M. Haines, U. S. general attorney, Phoenix-London group and president of the International association, presided. Following his opening address Mr. Haines presented Superintendent Frank N. Julian of Alabama and president of the National Association of Insurance Commissioners, who brought a greeting from his organization. He stated the principles of that body which represents the last vestige of state rights and urged closer cooperation among all insurance groups.

Commissioners Give Views

E. B. Sims, auditor and insurance commissioner of West Virginia, and Harlan Justice, deputy commissioner of the same state, extended a welcome to the associations. Deputy Commissioner C. A. Gough of New Jersey stated that the time has come for stock company officials to get together and seriously consider the future for their companies. Ernest Palmer of Illinois declared that the demand for uniformity in laws must come from the ranks of agents. He warned that there is a trend on the part of insurance people to lean too strongly on the insurance departments for a solution of their problems and that this might eventually lead to government regulation of the business.

Pink Sees Action Needed

Superintendent L. H. Pink of New York urged a uniform code for all the states. He spoke of the automobile situation and said that further steps must be taken by insurance executives to help solve this problem before the legislators take it into their own hands. He suggested that some sort of financial responsibility law might be the answer and that progress in this direction must be made without delay.

Wants Government Charters

Senator J. C. O'Mahoney of Wyoming spoke of "A New Deal for Government and Business." He stated that 57 percent of income in the United States is derived from corporations but that nearly each and every corporation had a different charter. He urged the establishment on the part of the government of a standard charter to which corpora-

(CONTINUED ON PAGE 24)

Largest Safety Congress to be Held in Chicago

More Than 10,000 to Participate in National Safety Council Meeting Oct. 10-14

More than 10,000 men and women from all parts of the world will assemble in Chicago Oct. 10-14 as delegates to the National Safety Council's silver jubilee congress and exposition. This will be the largest safety session ever held.

The congress will celebrate the council's 25 years of accident fighting, encouraged by reports of sustained improvement in the nation's accident troubles since the last congress a year ago.

With a panel of more than 500 chairmen, speakers and discussion leaders, the congress will consider the causes of accidents which took 106,000 lives last year in the United States and drained more than \$3,500,000,000 from the American pocketbook. All types of accidents, industrial, traffic, home and public, will come under the scrutiny of delegates. Of increasing importance this year because of the 39,500 lives lost in traffic accidents in 1937, an all-time high, will be the sessions of the street and highway traffic section.

Over 30 Industrial Sessions

At other sessions delegates will seek the answer as to why housewives fall down cellar stairs, while others will exchange experiences in more than 30 industrial sections, including such fields as cement, chemical, construction, mining, marine, petroleum, steel and public utilities. In various subject sessions on dusts, falls, occupational disease, agricultural safety, etc., delegates will discover how others have cut accident costs by new safety methods.

The congress will be accompanied by more than 130 exhibits, both commercial and contributive, including displays and working demonstrations.

Postpone Chicago Parley

NEW YORK—Chairman E. J. Schofield of the Acquisition Cost Conference found it necessary to postpone the visit he intended to make to Chicago to contact managers and resident vice-presidents on the subject of acquisition costs. There has been no time fixed for a future meeting. Mr. Schofield has stated that he is hopeful that pending events in the conference may make more certain the success of any effort he may make in Chicago or elsewhere.

Massachusetts Bonding Brilliant Banquet

By RALPH E. RICHMAN

BOSTON—A brilliant banquet ended the Massachusetts Bonding three day celebration of its 31st anniversary. The climactic conclusion was the address of President T. J. Falvey. He reviewed with justifiable pride the record of the company from its six home office employees and \$228,182 of premiums in 1908 to its hundreds of employees, \$15,000,000 of premiums and 5000 agents and brokers in 1937.

Spencer Welton in Charge

Under the skillful direction of Vice-president Spencer Welton as master of ceremonies a long program was kept moving rapidly from speech to presentation. Employees gave Mr. Falvey a large painting of himself which he acknowledged with visible emotion. It was obvious that his greatest moments of joy at the banquet were those used to present tokens of recognition to those who had served 25 years or longer as employees or agents. These received plaques of unusual beauty and distinction. To the man who had been longest associated with him, Vice-president G. W. Berry, he gave as a personal gift a complete set of matched golf clubs in a suitable bag. Winners of the two months \$600,000 production contest received substantial checks. They were Ed Sweet, manager, Pittsburgh, first; Sam H. Riley, manager, Dallas, second, and Charles Vail, Washington, third. Leslie Atkinson, Pittsburgh, won the cashier's award and Russell Bond, St. Louis, the special agent's prize. Mr. Bond was also notified that he was to become supervisor of special agents in that territory.

Two Falvey Sons Spoke

The speaker's list except for President Falvey began with his son, Donald, secretary-treasurer, and concluded with son Wallace J., vice-president, who introduced his father in words revealing some of the paternal and executive qualities of the president. Wallace Falvey said his father had been left fatherless at eight years of age and asked by Wallace when the father had first started to wear long pants the latter confessed that he had gone from long dresses to overalls in a single jump. Both sons and the wife of Mr. Falvey, Sr., received recognition of the large audience.

Those who gave voice to their admiration for the achievements of President Falvey were F. J. Graf, superintendent, engineering and inspection department, W. B. Schmidt, general agent, Detroit; Bryan Bell, general agent, New Orleans; C. W. Fairchild, general manager, Association Casualty & Surety Executives; William Leslie, general manager, National Bureau of Casualty & Surety Underwriters; C. F. Harrington, commissioner of insurance, Massachusetts; M. J. Tobin, mayor of Boston; J. L. Richards, chairman, executive committee, Massachusetts Bonding.

Toastmaster Welton read a cablegram sent from Belgium by United States Senator Henry Cabot Lodge, Jr.

Candid Camera Contest

The candid camera contest won first rank as convention entertainment success. Winners for pictures taken were T. C. Lundquist, Detroit; Mrs. G. E. Mendenhall, Peoria; Mrs. Albert Dodge, Buffalo and J. W. Quinn, Minneapolis. Among golf winners were Mrs. E. D. Stevens, Buffalo; F. A. Kirby, Whitman, Mass.; Mrs. Bahr, Pottstown, Pa.; I. R. Busse, Seattle.

The new home office building was the center of attention in Boston. Visitors were able to get only a glimpse of its projected efficiency of layout and finish since it will be weeks before all changes are made and all departments are in final position. But the visitors could not but be impressed by the building quality, location and appearance.

Some Massachusetts Rate Reductions Anticipated

BOSTON—Commissioner Harrington announced there would be no increases in the 1939 compulsory automobile liability insurance rates and that in some cases there would be reduction.

He has been the target of political attack in the past week from at least two Democratic candidates for nomination for governor who accused him of failure to make public announcement of the rate schedules for 1939, by Sept. 15 as prescribed by law.

Rival candidates of the present governor, who appointed Mr. Harrington, have sought to create the impression

Conservation Bureau is to Discuss Safety Measures

Discussions on the Subject Will be Heard at Forthcoming Meet Late This Month

NEW YORK—Extended discussion of the safety movement as conducted by the National Conservation Bureau of the Association of Casualty & Surety Executives will be participated in Sept. 29-30 as announced by C. W. Fairchild, general manager of the association. The program calls for a conference of the engineering committee of the Conservation Bureau the first day and of the chief engineers of all member companies of the bureau on the 30th. At the former meeting reports will be offered suggesting methods for preventing elevator accidents; consideration of American Standards Association projects; the engineers license law; reports on the safety course of the New York University; consideration of a proposed interstate commerce commission booklet and the report of the director of the industrial engineering division.

Public Speaking Forum

Plans will also be discussed for the establishment of a course in public speaking for the benefit of member company engineers. At the Conservation Bureau forum H. H. Kelly, chief of the bureau of motor carriers interstate commerce commission, will speak on its work; W. D. Smith, executive vice-president Greater New York Safety Council will outline its functions and C. R. Welborn, secretary Underwriters Laboratories will tell of its activities. Round table discussions will conclude the forum session.

the rates were being withheld because they presumably were to show an increase, which would react unfavorably on the candidacy of the present governor for renomination.

One candidate has been making it a feature of his campaign to designate Commissioner Harrington as an "insurance lobbyist" appointee who was playing politics for the advantage of the present governor.

Commissioner Harrington had stated he would be unable to issue the rates on time owing to press of duties, but his investigation of data progressed sufficiently to indicate there would be no increase, but in fact, reductions in various classes.

OFFICIALS AT THE BIG CASUALTY CONVENTION



JAMES M. HAINES, New York City
President International Association of
Casualty & Surety Underwriters



CLIFF C. JONES, Kansas City, Mo.
President National Association of
Casualty & Surety Agents



F. ROBERTSON JONES, New York City
Secretary International Association of
Casualty & Surety Underwriters



CHARLES H. BURRAS, Chicago
Secretary National Association of
Casualty & Surety Agents

Earle of Oregon Comments on the Examination Plan

Sees No Great Virtue in the Present System of New York

SALEM, ORE.—Commissioner Earle of Oregon, who is president of the Western Conference of Insurance Commissioners and who has been all along the main spokesman criticising the New York department for not cooperating through the zone convention system of examinations adopted by the National Association of Insurance Commissioners, states that he has read very carefully the statement given out by Superintendent Pink of New York relative to participation of other states in examination of New York companies. This plan, Commissioner Earle says, is not new. Certain single states have been invited into such an examination from time to time when convenient to the commissioners before Mr. Pink became New York superintendent.

Further Comment Made

Mr. Earle states that none of the examinations have complied with the intent of the zone system plan. In fact, the procedure is one which the zone system was meant to overcome, said Commissioner Earle. Furthermore, Commissioner Earle says:

"The old system was conducive of and produced the 'most favored state' method of choosing examiners. This became the 'exchange' system which in turn produced the 'group' system. The group system was one by which a certain fixed number or group of states (not necessarily contiguous) were conducting all examinations, all the time, of all the companies domiciled within the group of states.

"Every intelligent insurance executive and/or administrator knows of that system; knows of its abuse in many cases; knows of vital information withheld from reports; of political manipulation; of insurance fatalities which might have been avoided if correct information had been made available. All of this caused a lack of confidence so universal as to contribute towards a general investigation by national bodies.

Should Restore Confidence

"It is the duty of every commissioner to restore that confidence by conducting and participating in examinations, only, that are a true reflection of the examined company's condition. Charges of home department domination, political manipulation, and unequitable representation must be eliminated.

"As to Mr. Pink's oft repeated contention that he 'is compelled by the law to examine the companies through employees of his department': In the spirit of charity let us call this a 'broad interpretation' by Mr. Pink of a state law common to practically every state belonging to the association. This law has to do with regulations of domestic companies and relates to the necessity of the commissioner conducting an examination of the domestic company once within every stated period of time. This is commonly called a 'state examination' or statutory examination.

Scope of Association Probe

"An association examination is a separate and distinct examination and not to be confused with a 'state,' 'joint' or 'invitational' examination. It is conducted by an organization of all states as an entity. It is supposed to be representative of all the states. It does not take a particularly 'broad interpretation'

Hard Hitter



WELLINGTON POTTER, Rochester, N. Y.

Wellington (Duke) Potter, well known agent at Rochester, N. Y., spoke this week before the casualty convention at White Sulphur and brought out his heavy artillery. He is a product of the Travelers' school and service. He entered the training school of the Travelers in May, 1913, then became special agent. Later he was assistant instructor in the school. He was appointed assistant superintendent of agencies in October, 1918, resigned Jan. 1, 1921, to establish his present agency. Before going with the Travelers he was engaged in advertising in Rochester and represented the "Boot & Shoe Recorder." Mr. Potter has given much thought to ways and means of meeting competition of all rate cutters, mutuals and reciprocals as well as state fund insurance. He has always been a strong advocate that the buyer purchase absolute protection.

to make it plain that the New York law does not prohibit 'association' examinations. It does take a considerable amount of interpolation of the law to rule that an association examination—conducted by states other than New York and by virtue of their several laws—must be consummated with; (quoting Mr. Pink) 'the main work—done by the civil service employees of New York.'

Difference in Examinations

"While it is true that, often, a state examination and a convention examination are conducted at one and the same time, this is for economy, and it does not follow that such has to be the case; nor that the same identical report has to serve for both. It is quite conceivable that a state examination might produce a report, for state purposes, entirely separate and distinct from a report by association examiners although the information from which the two were prepared may have been obtained at one and the same time. But the 'state' and 'association' examinations must not be confused, one with the other, whether it be by a commissioner in the making of rules or, by a legislature in the making of law.

"We must take issue with Mr. Pink, in his statement that the size of a company has a direct bearing on who shall examine it. It is rather the amount of territory which it attempts to service which should guide in this respect. A good share of grief is caused by small company activity, covering too much territory.

"In the statement of the New York department on 'convention' examinations of New York companies now in progress there is but one instance where the zone system is, even partially, in use. (The New York Life is represented as being examined by representa-

(CONTINUED ON PAGE 26)

Lawyer-Adjuster Tribunal Holds Its First Session

American Bar and Insurance Organization Representatives Hold Conference in Chicago

The first meeting of the conference committee on adjusters, the joint 10-man board set up at the last convention of the American Bar Association to pass upon controversies growing out of the contention of some lawyers' groups that the adjustment of insurance claims constitutes the practice of law, was held this week in Chicago. S. B. Houck, Minneapolis attorney, served as temporary chairman. He is chairman of the American Bar Association's standing committee on unauthorized practice of the law.

While the initial meeting was concerned largely with details of setting up a permanent organization, a number of the problems were discussed. The board's function is to furnish an authoritative central body to which disputes between lawyers and adjusters can be referred, inasmuch as it is on the theory that local organizations of lawyers and insurance men do not possess facilities to evaluate the importance of the principles which usually underlie their controversies. The expectation is that the existence of machinery for adjudicating such disputes will work against the initiation of hasty legal actions by local bar groups.

The five insurance members of the conference committee on adjusters have been named by the associations which they represent on the board. They are: T. T. Harvey, attorney Travelers claim department, for Association of Casualty & Surety Executives; H. S. Don Carlos, manager Travelers life and A. & H. claim department, for International Claim Association; V. A. Nichols, Washington, D. C., for National Association Independent Insurance Adjusters; Thomas Watters, Jr., Washington, D. C., for National Board; and A. B. Kelly, Chicago, for American Mutual Alliance.

Members representing the legal profession are E. M. Otterbourg, New York; F. B. H. Spellman, Alva, Okla.; H. B. Brennan, Savannah, Ga.; O. C. Brown, Syracuse, N. Y.; and James C. Jones, St. Louis.

SIGNIFICANCE OF ALABAMA MOVE

The action that was brought by the Birmingham Bar Association against a number of insurance companies, the Fire Companies Adjustment Bureau and several independent adjusters in an endeavor to put lay adjusters out of business differs from similar actions that were started in Missouri, New Jersey, West Virginia, and several other places in that, in Birmingham, the principal object of attack seems to be the adjustment practices of fire companies.

In the other suits that have been cropping up around the country, the principal object of attack has been the casualty lay adjuster. The law business, except in Alabama, has not seriously challenged lay adjusters in the fire insurance field.

The casualty business would suffer much less from restrictions of the activities of lay adjusters than would the fire business. Some of the casualty companies, as a matter of fact, employ attorneys at almost every stage in claim settlement and the lawyer gets a substantial business from casualty companies.

Fire Litigation Small

The fire companies, on the other hand, employ attorneys only in the rare case that goes to trial. The amount of fire insurance litigation is small and even those attorneys in the various cities that are close to the fire companies and get most of the business have pretty slim pickings at times. The actual ad-

(CONTINUED ON PAGE 26)

Work on New York Auto Rating Plan Near Completion

Company Representatives Need About One More Conference to Polish It Off

NEW YORK—Having agreed some months ago upon the basis for a proposed safe driver reward plan for rating private passenger automobiles in this state, the special committee appointed by Superintendent L. H. Pink to deal with the subject was in session here last week, reviewing and refining the tentative draft. A further meeting will be held shortly at which, it is hoped and expected, final touches to the plan will be given and the matter handed the superintendent for such action as he may take thereon.

Take the Insured's Word

To the initial draft of the plan, which would grant a rate reward to motorists with non-accident records and impose a surcharge upon those having an accident, the following amendments were favored at the conference of the committee here recently: To be entitled to favored rating the assured in seeking renewal of his policy, must certify that he has not suffered more than two property damage accidents in the 21 months of the 24 months preceding the expiration period of his policy, or been concerned in one public liability accident. Certificates so declaring, if signed by the assured, will be accepted as final by the carrier, and will be retained by it, unless renewal of the line goes to another company, in which event the latter is to be given the information. Should the application for indemnity be signed by an agent or broker and not by the applicant himself, verification of the statements made must be had from independent sources.

Pay Double the Difference

If it be learned subsequent to the issuance of a policy that statements appearing in the application are untrue, the assured will be forced to pay double the difference between the manual rate and that he would have been charged under his proper rating. A sticker, or optionally a card, certifying that the assured rates as a credit risk, will be attached to policies of all entitled thereto, the thought being that through such course assureds will be made conscious of the financial benefits accruing from safe driving and freedom from road accidents.

Broad Representation

Participants at the late meeting, in addition to William Leslie, general manager of the National Bureau and several of his departmental aids were: R. I. Catlin, Aetna Casualty; F. Bender, American Automobile; H. J. Ginsburgh, American Mutual; J. J. Magrath, Chubb & Son; Hale Anderson, Fidelity & Casualty; C. R. Ramsett, Home Indemnity; H. P. Stellwagen, Indemnity of North America; H. W. Yount, Liberty Mutual; W. J. Constable, Lumbermen's Mutual; A. R. Goodale, Travelers; and J. F. Matthai, United States F. & G. J. F. Collins, head of the rating division of the insurance department, was its representative at the conference.

Cleveland Club Meets Oct. 10

CLEVELAND—The Cleveland Club will hold its first fall meeting Oct. 10. Annual election will be in November. Harry Frank, Aetna Casualty & Surety, is president.

ACCIDENT AND HEALTH

Goes After Accident Lines

Bankers Indemnity Is Now Actively Promoting This Class of Business in the Various States

NEWARK, N. J.—E. H. O'Connor, who joined the staff of the Bankers Indemnity of this city, as assistant secretary and manager of its accident and health department June 20, has been active in recent weeks contacting agents in New Jersey in the interest of his particular division. Next month he will travel Ohio for the same purpose and in November will go into the central western states. Until Mr. O'Connor's connection with the Bankers Indemnity it had not written accident and health business, but has since been aggressively seeking the line, and with satisfactory result.

Northern Life's Additions

The Northern Life of Seattle has added to its sales kit group hospitalization and separate group accident and health. These may now be written without group life on 50 or more employees having a common employer. Group hospitalization may be written without group life or group accident and health.

New Jersey Hospitalization Plan

NEWARK.—Additional benefits covering operations and physicians' fees will be offered under the "United Hospitalization Plan" of the United Casualty, now conducting a promotional campaign throughout New Jersey. The Wallman agency is handling the affairs of the company. W. M. Myers has been appointed publicity director.

Century Indemnity's Policy

New Contract is Issued to Cover Surgical and Medical Expenses, Supplementing Hospitalization Form

HARTFORD, CONN.—A new policy covering surgical and medical expenses to supplement the protection afforded by the popular hospitalization insurance now being written so extensively is announced by the Century Indemnity. The purpose is to furnish the assured with funds to pay for any special medical and surgical service for which no provision is made in the regular hospital policy. For the present, the policy will be issued only to groups of employees although no master policy will be written.

The cost of visits by outside surgeons and physicians is often times quite as burdensome as the hospital bill. To offset this expense, the benefits provided by this policy include the sum of \$3 per visit, for a maximum of 30 visits during any 12 months, by a physician or surgeon while the insured is confined to a hospital and \$2 per visit for not more than 10 visits after the policyholder has returned to his home following hospital confinement. A schedule of benefits for additional surgical fees ranging up to \$150 is also included.

While the insurance is designed primarily to supplement the many plans of hospitalization coverage now in effect it can, if desired, be written to furnish indemnity covering the hospital expenses. The annual premium per person in groups is \$12 for medical and \$10 for hospital coverage, when written separately, or \$20 when both are written together.

Arrangements have been made with

the Medical Funding Corporation of New York to promote the sale of this policy by its specially trained sales organization in addition to Century Indemnity agents.

Monarch Life's Income Policy

The Monarch Life announces new premiums for its guaranteed income policy and also several changes liberalizing the contract. This new policy provides weekly indemnity from time of accident to date of loss of life or dismemberment. The total accident disability formerly provided indemnity if injuries disabled within ten days of date of accident but this has been extended to 20 days. Double benefits now include indemnity when insured is injured by collapse of outer walls of building in addition to all coverage in previous form.

This policy is also issued with full weekly indemnity instead of half weekly indemnity for non-confining illness, when desired, as the guaranteed income special policy. In all other provisions the special is the same as the guaranteed income policy.

Hospital Service Conference

Companies writing hospitalization policies will be interested in the conference of hospital service plan executives to be held in Dallas Sept. 28-29. Meeting will be held in the Dallas Athletic Club. Discussions center around hospital care insurance on nonprofit plans to a great extent.

Liquidate Cosmopolitan Industrial

The Pennsylvania department has been directed by the Dauphin county court to liquidate Cosmopolitan Industrial of Philadelphia. The court found that this company had an apparent deficit of \$45,460. Cosmopolitan Industrial's building in Philadelphia was recently sold at sheriff's sale. At that time the company claimed it had sufficient equity

in the building to make it financially sound.

Cosmopolitan Industrial was a weekly and monthly premium accident and health company. As of Dec. 31, 1936, it reported assets \$110,793, premium reserve \$43,396, loss reserves \$947, capital \$25,000, net surplus \$35,306, net premiums written \$56,968 losses paid \$14,492, expenses \$47,648, loss and expense ratio 109. E. H. Gurk was president and treasurer. It was located at 1827 Arch street.

Important Case Set Oct. 17

LOS ANGELES — Counsel for Insurance Commissioner Rex B. Goodcell, as well as counsel for Appellants Neblett, McDonald et al. have been notified by the clerk of the United States Supreme Court that the argument on the appeal from the California supreme court upholding judgment of the Los Angeles superior court in the Pacific Mutual Life reorganization case, has been set for Oct. 17, before the full bench of the Supreme Court at Washington. The ground on which the highest court consented to hear the appeal was whether the due process of law and 14th amendment to the Constitution had been violated.

Season to Open in Boston

BOSTON—The fall and winter season of the Boston Life & Accident Claim Association will begin with a monthly meeting at the Hotel Kenmore Oct. 14, when W. J. Cordes, Retail Credit Company, will be the speaker.

Employers Reinsurance a Member

NEW YORK—The Employers' Reinsurance of Kansas City, Mo., is now a member of the Bureau of Personal Accident & Health Underwriters, its application for entry having been approved by the governing committee of the body at its recent meeting here. The addition of this company increases to 46 the membership of the bureau. Little

INDEMNITY INSURANCE COMPANY OF NORTH AMERICA

PHILADELPHIA, PENNA.

Financial Statement at Close of Business, June 30, 1938

ASSETS		LIABILITIES	
Bonds and Stocks	\$23,032,903.56	Reserve for Claims	\$12,312,179.00
(Valued as required by National Convention of Insurance Commissioners)		Reserve for Unearned Premiums	7,179,452.00
Accrued Interest	105,208.54	Accrued Commissions (Not Due)	522,177.39
Cash in Banks and Office	1,808,613.38	Reserve for Taxes and Expenses	451,000.00
Premiums in Course of Collection (Not over 90 days due)	2,682,089.24	Reserve for Liquidation of Alliance Casualty Company Losses and Expenses	359,582.33
Other Assets	252,282.22	Reinsurance Non-Admitted Companies	350,088.03
		Capital	1,000,000.00
		Surplus	5,706,618.19
Total Admitted Assets	\$27,881,096.94	Total Liabilities	\$27,881,096.94

If actual market values as of June 30, 1938, were used in valuing all stocks and bonds held by the Company at that date, the total value thereof would be \$23,449,775.43. In such case the total admitted assets would show as \$28,297,968.81 and the surplus as \$6,123,490.06.

else of particular concern was considered at the committee gathering, for while the proposed rating changes suggested in Supplement 3 of the New York code revision was discussed generally, no action was taken, the matter being in the hands of a special committee, of which F. L. Templeman, of the Maryland Casualty, is chairman.

Name Fishback Seattle Head

SEATTLE, WASH.—H. O. Fishback, Jr., Northern Life, was elected president Accident & Health Managers Club at its annual meeting. Ormand Keller, Firemen's of Newark group, was named vice-president, and H. A. Wares, Washington National, secretary-treasurer. Paul Green, Aetna Life, reviewed accomplishments. A special meeting will be held Sept. 26 to hear J. C. Higden, vice-president Business Men's Assurance.

To Write Hospitalization Group

Pacific Employers, which recently was announced, along with the Limited Mutual Compensation as being a carrier of the group compensation coverage of the Oil Producers Agency of California, has added another new line to its business. It signed a contract to write medical and hospitalization policies on a group basis

for all members of the California State Employees Association.

While details are not available, it is understood that the policies are written on a broad basis and to comply with legal requirements of the California insurance code. Some details of operation

remain to be worked out before the policies actually will be available. The company has a similar line on all employees of the General Petroleum Corporation.

The North American Life & Casualty of Minneapolis, has been licensed in Nebraska to write life coverage.

CASUALTY PERSONALS

Paul Rutherford, Jr., son of the president of the Hartford Accident, was married to Ellen Hooper, daughter of the late Rev. W. T. Hooper and Mrs. Hooper. The minister, until his death last spring was pastor of St. John's Episcopal Church in West Hartford, which is attended by many insurance company officials.

Vice-president George E. Hardy, head of the claim department of the Merchant's Mutual Casualty of Buffalo was buried last Saturday. He has been in the casualty field for 42 years. He started with the Travelers, was at one time president of the Allied Mutuals and for the last 12 years has occupied the position in which he served until his death. Among those who went to Buffalo to attend Mr. Hardy's funeral

was the New England manager of the Merchant's Mutual, G. M. Williamson.

Leland Mann, manager of the Los Angeles branch office of the Aetna Life and affiliated companies, and his wife and daughter Barbara, have returned from a six weeks business and vacation trip throughout the east, one week being spent at the home office in Hartford.

W. O. Waters, newly elected treasurer of the American Surety in succession to the late C. W. Goetchius, had charge of the company's investment division since 1933. His elevation to an executive post will enable consolidating the activities of the investment division with those of the treasurer's office.

R. I. MacMichael, whose appointment as vice-president of the Norwich Union

Indemnity, in succession to H. L. Kidder, retired on account of ill health, is announced by President Hart Darlington, comes from the home office of the Norwich Union Fire, Norwich, Eng. Throughout the different countries of the world, other than the United States, the Norwich Union Fire writes casualty as well as fire lines, and Mr. MacMichael is well versed in both divisions of the business. Mr. Kidder, who has been in poor health for some time, joined the Norwich Union Indemnity staff as secretary in 1924.

City Supervisor Melville Harris and Supervisor Philip F. Lee, Jr., who recently became members of the staff of the United States Fidelity & Guaranty at Cincinnati will meet their associates formally Sept. 22 at a dinner. Mr. Harris has been with the company 13 years, starting at Syracuse, N. Y. For the past 10 years he has been at Toronto. Starting eight years ago as casualty underwriter at Memphis, Mr. Lee was appointed supervisor at Louisville four years later and came to Cincinnati from the latter city. He is a son of Vice-President Philip F. Lee. U. L. Trice is southern Ohio manager.

Fred W. Timby of San Francisco, Pacific Coast manager for Preferred

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The Premier Casualty and Surety Agency of the West

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CHICAGO, ILLINOIS

Accident, died in St. Francis Hospital after a week's illness. He had been manager for Preferred Accident in San Francisco since 1930. He was a native of Colorado and operated as general agent in Salt Lake City for Preferred Accident and other companies about 30 years.

Edward C. Stone, U. S. general manager and attorney Employers Liability, was in Chicago last week attending the regional meeting of the company's field force. He then proceeded to Minneapolis and flew to New York early this week.

SURETY

Big Bridge Bonds Written on Mississippi Project

EAST ST. LOUIS, ILL.—An additional PWA grant of \$557,374 assures early start on construction of the St. Clair county bridge to span the Mississippi river. Construction contract has been awarded to G. L. Tarlton Contractors, St. Louis, at \$5,383,109. Completion bond was written by Lon W. Harlow & Co., St. Louis, with National Surety as originating company and 13 co-sureties. A number of East St. Louis agents counter-signed the bond, said to be second largest ever written. PWA has allotted a total of \$3,032,274 for the bridge and St. Clair county has sold bonds to cover the balance of the cost, estimated at \$7,062,374.

New Amsterdam Gets Bond

ST. LOUIS—The \$300,000 bond of J. J. Dwyer, recently appointed city treasurer to fill the vacancy caused by the death of H. C. Menne, has been placed with New Amsterdam Casualty through the Daniel & Henry agency.

St. Louis newspapers seized upon the occasion to say that the J. F. Dickmann Real Estate Company and Otto Dickmann have been brokers in the placing of some bonds for city and federal employees and for completion bonds.

Carl P. Daniel of Daniel & Henry said the business placed through his agency was handled for Otto Dickmann as an individual broker and not through the Dickmann company. "Any thought that political pressure played a part in the transactions is foolish," Mr. Daniel added.

Mayor B. F. Dickmann is president of the real estate company, but has stated that he had nothing to do with the running of the business since being elected mayor in 1933.

ASSOCIATIONS

N. J. Association Luncheon

NEWARK.—The Casualty Underwriters Association of New Jersey held its first luncheon meeting of the season here. There were no speakers on the program. President H. D. Meyer presided.

Seattle Group Meets

SEATTLE.—The Casualty Adjusters Association held its first fall meeting, E. A. Eastman, president, presiding. Raymond Suran, Federal Bureau of Investigation, was guest speaker.

Ontario Group to Meet

TORONTO.—The annual convention of the Ontario Fire & Casualty Insurance Agents' Association is to be held here in the Royal York Hotel Oct. 13-14. President S. O. Mason will preside.

Names Milwaukee Committee

MILWAUKEE.—Frederick Kasten, president of the Milwaukee Board of Cas-

ualty and Surety Underwriters, has appointed committees to serve in 1938-1939: By-laws—Val Gottschalk, chairman; B. F. Zinn, Theodore Johnson, Lloyd Goan and W. B. Calhoun. Conference—Otto Gaedke, chairman; John Masak, Bert Zinn, Hampton Leedom and W. B. Calhoun. Education—William Koch, chairman; Benjamin Weil, John Masak and Theodore Johnson.

Michigan Mutual Election

The Michigan Mutual Liability announces that A. F. Jackson, vice-president of the Michigan Malleable Iron Company, is elected second vice-president to fill vacancy caused by the death of Fred Buck, Saginaw. James Inglis of the American Blower Corporation, was selected chairman of the executive committee; and S. Wells Utley, president of the Detroit Steel Casting Company, was appointed a member of the executive committee.

Pratt, Knutsen in Change

PORTLAND, ORE.—Clarence Pratt, casualty special agent in Oregon, has joined the Portland office of the General Casualty after six years with Maryland Casualty. Ford Knutsen, for three years Oregon special agent, has been advanced to the home office in Seattle. He joined the company five years ago, starting in the casualty department at Seattle.

Standard Accident Seeks Rule

LINCOLN, NEB.—A ruling has been requested of the supreme court by the Standard Accident on the question of how the compensation court shall compute disability percentages where an injured worker suffers more than one disablement. It contends, contrary to the finding of the lower court, that the court should consider separately the extent or percentage of disability to each member involved and average these to determine the general percentage and the extent of the general disability resulting from injuries.

Burglary Case Now Decided

Interesting Suit Brought at Kansas City Against Central Surety is Won by the Company

The Central Surety of Kansas City won its burglary insurance case brought by Swanson's, Inc., a Kansas City ready to wear shop. The Missouri supreme court has held for the company affirming the lower court's decision. There was a burglary Oct. 17, 1933, and the store was robbed of \$17,495 in garments about 6 a. m. A Negro porter opened the store at that time and a man walked to the entrance and started in. In the struggle at the door the Negro was subdued and two companions joined the robber. The porter was tied and the robbers carried away the garments.

Suit was filed by Swanson's for \$8,361.15, the limit which could be recovered under the policy.

Wording of the policy was the defense. A section provided for compensation for loss "occasioned by any person or persons making felonious entry into such premises by actual force and violence when such premises are not open for business, of which force and violence there shall be visible marks upon such premises at the place of entry by tools, explosives, electricity or chemicals."

The insurance company claimed that section limited its liability and that there were "no visible marks" on the premises of the company. The court upheld that reasoning, although it was claimed the robbers used "force and violence" to enter the store.

Moesta with Ohio Casualty

B. H. Moesta, for 14 years with the United States Fidelity & Guaranty at Cincinnati, most recently as assistant manager, has been appointed special representative there for the Ohio Casualty, with quarters in the Union Trust building.



GENERAL REINSURANCE CORPORATION

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Items from Financial Statement of June 30, 1938:

Capital	\$1,000,000.00
Surplus	5,861,042.62
Loss Reserve	5,991,419.79
Premium Reserve	2,312,622.36
All Other Liabilities	893,798.03

Total Admitted Assets . . . \$16,058,882.80

Securities carried at \$935,882.41 are deposited in accordance with law.

Casualty, Fidelity and Surety Reinsurance



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E. Brandli, Ass't U. S. Manager

Growing Troubles Stir Up Agents at White Sulphur

(CONTINUED FROM PAGE 17)

the danger in this law is that nonagency mutuals may eventually secure much of the interstate business. He called on C. A. Abrahamson to lead the discussion on multiple location risks. Mr. Abrahamson pointed out that under the new law the resident agent gets more than the producer who has secured the business. Big business has to a large degree centralized its operations in cities. He called attention to the fact that the city agent is as much a part of the American agency system as the small town local agent and if the handling of large accounts is taken out of his hands, organized businesses will turn to the mutuals where the whole matter may be handled by one office.

Mr. Abrahamson described the chaos that would result if the insurance of a large national concern was divided and handled by every local agent in the individual towns in which the concern was represented. He stated that every reasonable producer will pay the local agent for any services it may be necessary for him to render. He warned members of the association that every counter signature law means the payment of commissions to local agents with a tremendous loss to producers having large risks. The matter is of such importance that at the meeting of the executive committee it was decided to ask the committee on resolutions to resolve that the conference committee together with those of the National Association of Insurance Agents and the National Brokers Association should explore the matter and prepare a uniform law to present to the National Association of Insurance Commissioners for adoption. It is felt that passage of a uniform national law on this situation is

the only effective way to solve the problem.

President Jones invited all members of the association to bring up for discussion any topics of interest to them. A. Will Jenkins of Indiana expressed the opinion that there should be a liberalization and interpretation of the workmen's compensation manual, stating that there are many inconsistencies in the classifications in the manual.

G. E. Gillis, Jr., of New Orleans displayed a chart which he has prepared with graphs showing the relative strength of stock and mutual companies.

Casualty Leaders in Convention at White Sulphur

(CONTINUED FROM PAGE 17)

tions must conform and then be allowed to govern themselves without further interruptions. "Business is no longer conducted by individuals, but by corporations," he stated, and to preserve the economic basis of the country those corporations should be established on one sound principle.

Senator Clyde L. Herring of Iowa spoke very briefly, expressing his belief in state regulation of business and in the future of the stock companies.

J. M. HAINES' ADDRESS

Several long range trends in the business were discussed by J. M. Haines, United States manager, London Guarantee & Accident, and president International Association of Casualty & Surety Underwriters, in his presiding talk at the joint meeting. He urged the casualty men to consider from a long view rather than from the standpoint of immediate returns the question of whether the insurance needs of the public and the welfare of the business would be better served by amending the underwriting powers of fire and casualty companies to issue comprehensive contracts such as the personal property floater and the comprehensive automobile policy. He did not specifically advocate this, but urged its careful consideration. Any substantial increase in the total volume of premiums available would eventually be shared by all companies and agents and the expense of handling the business would be reduced.

Public Demand Is Seen

There is certainly a strong public demand for this coverage and it is inconceivable that the present artificially created situation of these contracts being available in some states and prohibited in others can continue in the face of public demand. A change would probably result in a considerable dislocation of premiums, shifting from one company to another and from one agent to another, which situation would eventually be equalized if the increased demand should be as great as some people believe. If it should not be great, however, the business would have gone through a great upheaval for no good purpose.

On the subject of mutual and non-agency competition, Mr. Haines maintained that the majority of mutual casualty companies are not mutuals at all. In his opinion, they sell direct and pass on the saving to the policyholder in the form of a rate cut disguised as a dividend. As evidence of this, he pointed out that dividends have been stationary with the majority of mutual companies. If earnings are greater than the established dividend, the balance up to this time has never been paid out to the policyholders, but is added to the company's surplus.

The increasing amount of state regulation, culminating in codes in different states without regard for national uniformity, and embracing such subjects as company examinations, security valuations, reserves, resident agency counter signatures, nonresident brokers' licenses,

taxation and other writing powers, was viewed with alarm by Mr. Haines. If this tendency is carried to its logical conclusion it will mean that insurance companies will for all practical purposes be doing business in 52 different countries, comprising 48 states, two territories, the District of Columbia and the federal government. The insurance business has thrived under the present system of state control, but only, in Mr. Haines' opinion, because the insurance interests generally and the commissioners, both individually and through their rational association, have realized that insurance must act on an interstate basis, even though the Supreme Court of the United States has held that it is not interstate commerce. No one wants federal regulation, but the government is exercising a greater degree of supervision over all business and the only way it can be prevented in the insurance business is to remedy the present state confusion and thus eliminate any reason for intrusion on the part of Washington.

Secretary Jones Reports

Secretary F. Robertson Jones of the International association in his report said there have been 10 legislative bodies in regular and 16 in special session so far this year and in addition two constitutional conventions. Of the 900 important bills introduced so far this year 89 related to taxation. The federal revenue act of 1938 increased the rate of taxation on insurance companies from 15 percent to 16½ percent. Social security laws are now in force in 52 jurisdictions, viz., 48 states, District of Columbia, Alaska, Hawaii and the national government. There were 145 bills relating to workmen's compensation and occupational disease introduced in 14 jurisdictions. Of these, four provided for monopolistic state funds but failed to be enacted. Only two states now remain without compensation laws, Arkansas and Mississippi.

Regardless of the fact that 1938 is an off legislative year, Secretary Jones

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says there has been considerable activity in respect to occupational diseases. So far 19 bills relative to this subject have been introduced, two providing for wide open coverage. There were 250 important bills introduced in 13 states and Congress covering almost every phase of the surety business. Bills to create state bonding funds were introduced in Congress and New York but failed.

All of the regular sessions this year have adjourned except New Jersey which is recessed to Oct. 17. No bill of the type of the Massachusetts automobile compulsory law has been enacted. There are six bills in four legislatures introduced providing for compulsory automobile liability insurance. Twenty-seven states now have guest laws. Eight bills in six states related to hospital liens. Some proposed a lien to hospitals, others to physicians and nurses. The proposed New York insurance code will be resubmitted to the legislature next year.

C. C. JONES' ADDRESS

Assailing punitive resident agency laws as driving business into the hands of mutuals and urging a uniform and reasonable resident agency statute, Cliff C. Jones, Kansas City, president National Association of Casualty & Surety Agents, represented his body at the joint meeting.

Agreeing that a local agent should be paid a commission on local business commensurate with the service he renders, Mr. Jones maintained that laws requiring that the countersigning agent be paid half or even all the commission are unjust, give the agent an unearned income to which he is not entitled and add to the high cost of stock company insurance. Laws of this type are increasing and it is only natural that legislation in one state, penalizing agents and brokers in other states, leads to retaliatory statutes. The logical conclusion is that a broker may be prevented from receiving commissions on any business outside his own state. The inevitable result of this will be that direct writing mutuals, with no agency connections, will be the only carriers able to handle efficiently large assured with locations in various states.

Quoted from Insurance Editor

Mr. Jones quoted at length from a statement of an insurance editor on this subject. Pointing out that resident agency laws were originally advocated to prevent companies from quoting to non-resident brokers rates lower than those at which the agents were permitted to write, the statement declared that this possibility has been eliminated by state control of rates. Further, conditions have changed so that individuals and corporations frequently control property and do business far from their own territory. Likewise, the casualty business has grown greater than the fire business and many casualty risks are not at fixed locations. An owner has as much a right to select his insurance adviser as to select his doctor or lawyer. The mere fact that a risk is in an agent's territory does not give that agent a vested interest in its insurance. Nobody, the statement continued, has argued that a resident of Kansas City who goes to Rochester, Minn., for a surgical operation should be compelled to pay a Kansas City surgeon a fee simply because he lives in that city.

Countersigning Commissions

Countersigning commissions are "easy money" for favored agents, the statement continued, and scarcely ever does the agent perform any service in return. The law may intend that an agent where the risk is located shall receive the commission, but an insurance company complies with it if the policy is countersigned by an agent residing anywhere in the state. Countersigning commissions, as a result, are handed out by companies as a bribe for other business, agents frequently being paid

for countersigning policies on property which they have never seen and on which they cannot and will not give the assured any service. Such "easy money," which is actually paid by the assured, is a large part of the difference in actual cost between stock and nonagency mutual insurance.

Calls for Cooperation

Calling for cooperation, Mr. Jones reminded his audience that two years ago a joint conference committee was formed of members of his association, the National Association of Insurance Agents and the National Association of Insurance Brokers, to confer with companies on problems common to insurance producers. The Insurance Executives Association appointed a similar conference committee, but the groups have never met. He urged an early meeting of these committees with a carefully prepared agenda of subjects to be discussed and considered. He also urged the cooperation of all insurance interests to eliminate mixed agencies and to combat adverse legislation and encroachments of control by supervising authorities.

E. S. Fallow, Travelers, chairman committee on blanks, International association, in its report said the committee was represented at the annual convention of the Association of Insurance

Commissioners. The casualty committee recommended that "loss adjustment expenses" be shown separately in the underwriting and investment exhibit as has been done for several years in the fire blank. This was adopted. "Salvage other than cash" is to be eliminated from schedule H at the suggestion of the casualty committee. A special subcommittee of the commissioners' committee on blanks has been appointed to make a study and report at the 1939 meeting of the committee on blanks on the proper accounting in the miscellaneous blank of installment premiums.

POTTER'S TALK

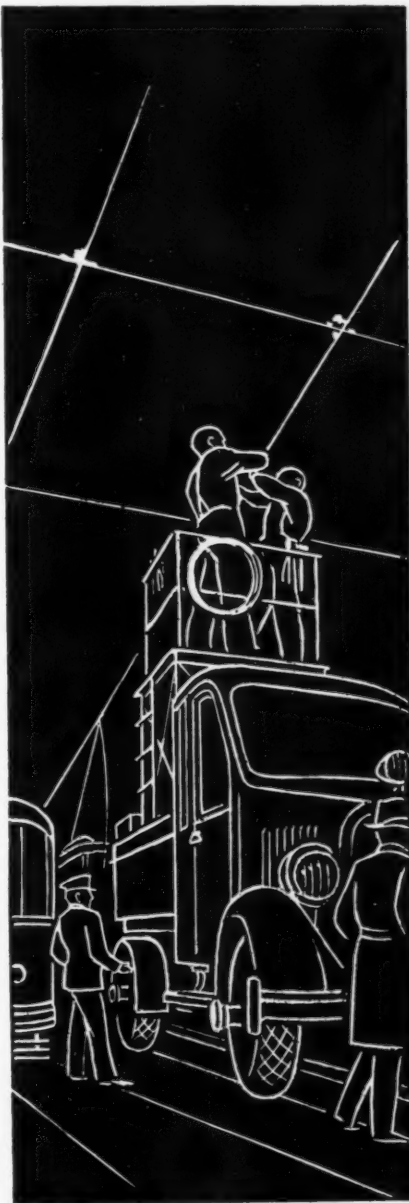
A unified campaign of public education on the part of all stock insurance interests was called essential by Wellington Potter, Rochester, N. Y., in his address. Entitling his talk "Robinson Crusoe and the Footprints," Mr. Potter maintained that the present indications of anti-stock activities should change the ingrained habits and thinking of stock insurance interests, just as the footprints on the island changed the activity of the famous castaway.

After reviewing the present aggressive competition and the apparent inroads

which it has made into both large and small assured, Mr. Potter expressed the belief that the majority of insurance buyers, and many agents as well, do not understand the advantages of the capital stock system. This condition, he continued, is tied up with the prevalent attacks on business in general. He quoted from a recent speech of P. W. Garrett of General Motors to the effect that business is constantly airing the viewpoints of the employer and the employee, but seldom carries its case to the customer in an intelligent way.

Give Assured Facts

As a solution to the problem, Mr. Potter urged the insured's interests to avoid wrangling in the public press in connection with occasional details of the business, but to concentrate on painting a vivid picture of capital stock insurance to the public. Among the points which he maintained should be presented to mold public opinion were the engineering and inspection services of stock companies, which save an average of a life for each floor in skyscraper construction, the operation of the law of averages, earnings of invested capital, prosecution of claim taking criminal rings, percentage of railroad, industrial, public utilities, real estate and government indebtedness backed by capital stock funds, the decline of the average



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fire rates of the United States, need and mechanics of bureaus and rate making organizations, work of the Underwriters Laboratories, actual instances where adherence to underwriters' standards avoided conflagrations and where failure to observe them resulted in heavy loss, importance of stock companies in relation to employment and explanations of insurance policies in simple terms.

To carry out these ideas, Mr. Potter declared that two guide books or manuals are badly needed. There should be a public relations manual for use of home office representatives traveling in the field and a handbook for the use of agents. Each should contain the story of capital stock insurance, human interest stories, valuable and interesting pieces of information and appropriate talks before various gatherings.

At the banquet Wednesday evening C. H. Burras of Chicago was presented with a handsome silver ice thermos jug and tongs. Presentation was made by Thomas E. Braniff, Oklahoma City, on behalf of the agents' organization in appreciation of the splendid and faithful service Mr. Burras has rendered to that organization, especially as secretary.

President Cliff C. Jones of the agents association presided at the meeting Wednesday and delivered the opening

address. Wellington Potter, Rochester, N. Y., spoke on "Robinson Crusoe—and the Footprints."

President J. M. Haines announced the following committee appointments for the International association: Nominating, chairman E. J. Bond Jr., Maryland Casualty; W. J. Falvey, Massachusetts Bonding; S. B. Perkins, Travelers; Henry Collins, Ocean Accident and R. E. McGinnis, Central Surety. Resolutions chairman A. Duncan Reid, Globe Indemnity; C. C. Bowen, Standard Accident; Norman R. Moray, U. S. Casualty; H. P. Jackson, Bankers Indemnity and F. A. Christensen, Fidelity & Casualty.

Secretary C. H. Burras announced the following committee appointments for the agents association: resolutions chairman, W. D. O'Gorman, Newark, N. J.; C. H. Burras, Chicago; C. A. Abrahamson, Omaha; Glenn E. Charlton, Lawrence, Kan., and H. W. Schaefer, New York City; nominating T. E. Braniff, Oklahoma City, chairman; John T. Harrison, New York City, B. W. McCluer, Kansas City, Mo.; J. W. Henry, Pittsburgh and Meredith Bend, St. Paul.

T. Marshall Bolton, Oregon special agent of the Glen Falls group, has opened new offices at 619 Failing building, Portland.

Earle of Oregon Comments on the Examination Plan

(CONTINUED FROM PAGE 19)

tives of each zone.) However, we are to believe that the 'main work is being done by the civil service employees of New York' which, of course, is not the zone system (association examination) intent. Nor can we subscribe to the statement that there is an association examination now in progress in New York for the simple reason that the zone system is the only system conducted by the National Association of Insurance Commissioners.

"The New York department needs no 'program of Superintendent Pink to co-operate with the National Association of Insurance Commissioners.' The secretary of the National Association of Insurance Commissioners calls 'association examinations'—not Mr. Pink, nor any other commissioner. It is only necessary to furnish the secretary with information required, as other commissioners do, and the zone system association examination will function courteously, efficiently and, entirely within any and all laws. One grows weary of subterfuge and evasion."

Lawyer-Adjuster Tribunal Holds Its First Session

(CONTINUED FROM PAGE 19)

justment of losses is conducted by laymen.

Legal knowledge is seldom required for the fire insurance adjuster. A good fire insurance adjuster must have a keen sense of property values, he must know the contract, he must be familiar with the attitude of the companies in general and in particular on loss payments and he must be a student of human nature. If the fire companies were compelled to turn over their loss adjustments to lawyers, the business would be revolutionized, its expenses increased and there is no doubt that its reputation for fair and straight forward dealing in connection with loss payments would be impaired. There seems to be very little chance that the fire companies will be forced to turn to attorneys, but unless the joint tribunal of insurance representatives and lawyers that was set up under the auspices of the American Bar Association proves to be more effective than it already has been, the fire companies may be subjected to further annoyances such as the Alabama incident.

Those who have seen the brief filed by the Birmingham Bar Association have been getting some chuckles. Much was made in that brief of the talk made by Hugh D. Combs, vice president of the United States Fidelity & Guaranty, at the meeting of the insurance section of the American Bar Association in Cleveland. The Birmingham Bar points with horror to the passages in Mr. Combs' speech in which he refers to the record of casualty companies in making direct settlements, without recourse to litigation. He commends such a policy, much to the distress of the law business in Alabama.

Lincoln, Neb., City Insurance

In connection with Lincoln, Neb., city insurance, it was stated that W. L. Day representing the Travelers had secured the compensation insurance. One of the agents gives the following information regarding the matter:

"No individual or company is writing any business for the city of Lincoln. By agreement with the city commissioners, all business of the city is handled through our local agents association. The insurance committee of the local association handled the solicitation and writing of the compensation insurance for the city. The fact that it was placed in the Travelers through W. L. Day was due solely to the fact that the association had previously placed com-

pensation insurance for the city water and light department with the Travelers through Mr. Day, and considered it advisable to have all compensation insurance written under one policy in one company."

Syracuse District Agents of U. S. F. & G. Enjoy Outing

BALTIMORE—Agents in the Syracuse district of the United States Fidelity & Guaranty who qualified in the contest for the best showing on policies written were entertained at a three-day party at Bolton Landing, Lake George, as guests of W. T. Sinclair and D. D. Patrick, co-managers Syracuse office. The time was given over almost entirely to recreation. A banquet was attended by Superintendent Pink of New York and Acting Deputy G. H. Jamison. From the home offices were present E. Asbury Davis, president U. S. F. & G., and F. A. Gantert, president Fidelity & Guaranty Fire. Mr. Davis spoke at the dinner and L. Brent Wood, superintendent of claims Syracuse office, spoke at a luncheon. The last day was devoted mainly to sports.



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POINTERS FOR LOCAL AGENTS

Problems of Local Agents in Limited Market

Floyd H. Craft of Greensboro, N. C., in his talk before the mutual agents convention at Baltimore discussed the problems of the limited market, devoting his attention largely to the conditions confronting the agent in the smaller points. He said that how to make a living selling insurance is the real problem of the agent in the limited market. The limited market may be any town where prospects are lacking in number or where industry lacks diversification. Individual points of view, he thinks, determine whether the market is limited or abounding in opportunity. One miner sees dirt and the other gold. One agent sells insurance in a small town and another complains that prospects are few and they are not in the market for his service.

Problem of Educating Buyers

Mr. Craft said that problem No. 1 is that of educating buyers in the necessity of complete coverage. Small town people are less insurance minded than those in the larger centers. To show the small town folks the purpose of each form of insurance and the need for it is the job and opportunity of the agent. If the prospect buys only fire and automobile insurance, it is very likely that he has not been taught the value of personal effects, steam boiler, owner's, landlord's and tenant's liability and other lines. Hobbies, he asserted, are more popular than ever and some of them represent real money. It should not be a hard task, he thinks, to educate the owner of an extensive collection that he needs coverage.

Should List Coverages

He suggested that an agent make one list of coverages for the home owner and another for the commercial account. An agent should have a form for the home owner as well as the commercial man using it as a survey sheet. This can be employed to refresh the memory as to the type of insurance that an agent has in his portfolio.

Mr. Craft said that a small town agent must be well informed regarding all insurance matters. His knowledge must be even more extensive than that of the agent or broker in the large city. In the limited market the agent cannot maintain an extensive office staff. Therefore, he must have a working knowledge of every type of coverage, he must be on speaking terms with all manuals, he must know how to sell, collect, adjust and be an entire home office organization rolled into one.

Problem of Superfluous Companies

So long as money can be made in insurance, he said new companies will organize and old ones will expand. Therefore, field men, because of urging, will be hungry for more and more agents. This creates a problem for the established agent in the limited market. In order to keep competition out of his territory the agent takes on more companies than are needed. Every company, he said, adds to the overhead of the agent. An agent representing five companies, he said, may devote one full day a month to special agents and profit greatly thereby. An agency representing 10 companies may find that two days each month are being given over to special agents. Too many companies, he said, may become a serious problem. The limited market, Mr. Craft as-

serted, may also possess limited facilities for the agent. Perhaps a products liability policy must be placed in order to control a substantial fire line. Maybe it is a beauty parlor liability contract that must be handled in order to hang on to a large amount of more desirable business. One agent states that his greatest problem is in placing unprotected and farm risks. Mr. Craft suggested that when an agent has trouble in tracing the dubious, uncommon or below par risks he not only canvass his companies but confer with the secretary of his state agents association and ascertain what is the best market.

Competition Is an Antidote

Competition, Mr. Craft declared, is the best antidote for laziness. The small town agent needs it but in the limited market it may be too plentiful. Competition of metropolitan brokers has long been bothersome to agents in many localities. Agents run into the broker who is a specialist. So long as there is big business the agent must see many of the finest stores, warehouses and factories go to the outside broker unless the companies themselves find that they can and will do something about it. The metropolitan broker seems to be able to get more liberal forms and better rates often than the resident agent. Mr. Craft said until these inequalities are eventually eliminated the agent must let out of town interests walk off with some of his sweetest business. He thinks that the state associations should make a study of these forms of competition and draw some conclusions as to a remedy.

Attention to Claims

Claim service is taking valuable time of agents in the limited market. The company may be very prompt in sending an adjuster but meanwhile the policyholder must be assured by the agent that everything is being looked after. To inspire satisfaction the agent frequently feels called upon to spend time with the assured. This results in a great drain on the time of the agent and gives him less for production.

Collections, Mr. Craft added, may be a problem everywhere. In the small community the agent knows everyone and can weed out those who are slow in making settlement. Sympathy, however, may move him to be lenient. Where a small town agency gets into financial difficulties it is usually due to weakness in its collection technique. He advised an agent never to make a sale without discussing terms of settlement. He thinks an agent should come away with a down payment of at least 25 percent.

Accounting Systems

Accounting systems have been devised for agents. Most of them are effective. They tell the story of the agent's business. The cost of such a system is now within his reach. Too few agents, Mr. Craft finds, know exactly their financial condition at the end of each month. That is the time, he stated, when every agent must take stock. If there are worthless accounts they should be charged off. If accounts receivable are past due they should be collected or canceled. If expenditures are running ahead of the profit, there should be curtailments. If more is being withdrawn from the business than is being earned, the agent should do something about it.

He said that agents in small towns complain that they cannot train their customers to handle their wants through the office girls. They want to talk to the agency head. Most customers, Mr. Craft said, are reasonable and they can be trained to handle the routine matters such as requests for endorsements, payment of premium, reporting of accidents with the office setup.

Agent Is Biggest Problem

"As our final problem," said Mr. Craft, let us list the agent himself for discussion. After all he is the biggest problem we must consider. Too many agents are lacking in energy, imagination, vision and organization ability. Most of the problems discussed during this period would not be problems if agents are as much interested in their insurance vocation as in their golf or other avocation. Take stock of your accomplishments. Are they in keeping with your ability? If not, your problem is to match your ability with accomplishment. Take inventory now and reveal your weak points—your problems. Then plug the dyke."

SALES IDEAS OF THE WEEK

Proofs of Loss Blanks of Many Kinds

THE NATIONAL UNDERWRITER sells all sorts of proofs of loss. The National Board form is a combination long and short form, No. 1002, 50 costing \$1.65, and 100, \$3. Imprinting the name of company or adjuster, 100 will cost \$1.50. Form 1003 is standard long form proof for losses over \$150, costing 60 cents a dozen, \$2.50 for 50, and \$4.50 for 100. No. 1003B is arranged for imprinting the company's or adjuster's name. The prices, including imprinting, are 100, \$7.75; 500, \$22.50. The adjuster's long form, No. 1011, substantially the same as 1003, but rearranged to allow more space between lines, costs 45 cents for 12, \$1.80 for 50, \$3.25 for 100. The standard short form proof for losses less than \$150, Form 1031, costs 35 cents a dozen, \$1.40 for 50, \$2.20 for 100. The automobile proof, Form 1060, costs 35 cents a dozen, \$1.40 for 50, \$2.25 for 100. Windstorm proof, No. 123, costs 35 cents a dozen, \$1.40 for 50 and \$2.45 for 100. There is also a reinsurance proof, No. 1097.

Expiration Notices

THE NATIONAL UNDERWRITER sells "Expiration Notices" in printed letter Form No. 322, costing \$4.75 for 500. This form gives a schedule of policies expiring for the month with calendar days, property insured, amount, company and policy number. There is blank ruled space at the bottom for the assured's list of authorized renewals. The price includes the agency imprint.

W. S. Crawford's Book

"The Background of Fire Insurance," a book by W. S. Crawford of New York City, insurance editor of the "New York Journal of Commerce," is one that insurance people read with interest. It costs \$2. Mr. Crawford is a well posted man. This book is not a history but a most interesting and gratifying presentation of facts and principles in the light of past developments and present conditions. It is sold by THE NATIONAL UNDERWRITER.

ANSWERS

Question—Will you please advise me from what sources I can learn what general insurance agencies may be for sale.

Answer—We have found that the best source of information as to agencies that might be for sale are the field men. They are in touch with local agents throughout the territory and know their situation. We suggest, therefore, that you write the companies you represent asking if they will not have their field men keep an eye open for you and let you know of any prospects.

* * *

Question—Where can I get something that I can read on credit insurance? It seems to be a rather difficult kind of insurance to understand.

Answer—We would suggest that you write the American Credit Indemnity Company, Chamber of Commerce building, St. Louis, Mo., and ask if it will not mail you the booklet that it got out, "An Exposition of Credit Insurance for General Insurance Brokers." That is a very excellent document and we know the company would be glad to mail you one.

* * *

Question—In a recent issue of THE NATIONAL UNDERWRITER, in the column headed "Answers" you make recommendations concerning different books for a local agency. We are building up an insurance library in this office and would very much appreciate your sending all of these books to us for review.

As with so many other recommended lists of insurance books, you seem to concentrate on fire coverage. We are having a great deal of difficulty in locating an up-to-date automobile and casualty book. Do you have a list dealing with casualty coverages exclusively which have proven to be helpful to young people in insurance offices in gaining knowledge of the fundamentals of casualty insurance?

Answer—While due to the more frequent changes in casualty lines, the books don't stay up-to-date as well as others, we believe the following list may include some that will be of interest to you:

Adjustment of Auto Accident Claims, McCart, \$2.
Auto Liability Insurance, Sawyer, \$3.
Auto Liability Insurance, Appleman.
Casualty Insurance, Crobaugh, \$6.
Casualty Insurance, Kulp, \$6.
Casualty Insurance Principles, Michelbacher, \$5.

Workmen's Compensation Insurance, Michelbacher, \$4.

In addition, we would recommend if you have not already gotten it, The Practical Underwriters Guide by Bulske, \$2.50, published by Rough Notes Company, 222 East Ohio Street, Indianapolis.

Crowell to "Insurance Field"

Fred C. Crowell, Jr., for eight years associate editor in charge of production of the "Insurance Magazine," Kansas City, will join the staff of "Insurance Field" Oct. 1 as features editor and educational director. He is a graduate of Iowa State College and was in the daily newspaper field before going into insurance journalism. He is well known throughout the middlewest and southwest for his plan of editing from the field.

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FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Plan Rural Agents' Meeting

To Be Feature of Ohio Association Gathering in Akron, Ohio, October 17-19

A conference of rural agents is to be an outstanding feature of the Ohio Association of Insurance Agents' annual convention Oct. 17-19 at Akron. P. W. Tribolet, Bellevue, chairman rural agents' committee, announced that at a breakfast Oct. 19 good farm underwriting will be discussed. The question also will be taken up during the convention.

For ten to 15 years stock companies have had very high loss ratio in Ohio on farm fire and tornado insurance, Mr. Tribolet said. Many large companies which operate farm departments are refusing to write any of this class in Ohio. This is not a healthy condition, either for companies or agents, he said. At Akron an effort will be made to find a solution of the problem. D. C. Smith, Chicago, executive special agent farm and hail departments America Fore group, will speak on "Underwriting the Farm Business."

J. A. Lloyd, secretary Ohio association, has completed the program. A golf tournament will be the opening feature, with prizes totaling more than \$150. At a dinner the first evening the prizes will be awarded.

Vice-President J. C. Jones, Youngstown, will call the convention to order on Tuesday morning. The Rev. R. J. Humbert, pastor Firestone Park M. E. church, will offer invocation. Mayor Schroy of Akron and Wilford Holcomb, president Akron Association of Insurance Agents, will extend welcome, with response by I. S. Hewitt, Youngstown, a trustee.

President Austin McElroy, Columbus, will deliver his annual address and Raymond Rhoads and L. U. Jeffries of the Ohio insurance department will conduct a departmental conference. At luncheon, A. I. Wolff, Chicago, past president National Association of Insurance Agents, will speak. Advertising will be discussed by C. J. Fitzpatrick, secretary U. S. Fidelity & Guaranty. H. P. Winter, Canton, representative of the field club, will talk on "Field Men and Agents Cooperating." Grant Bulkeley, Chicago, secretary western department Springfield F. & M., will speak on "How Inland Marine Business Can Be Developed to Raise Income of a Local Agency," and general discussion will follow.

At the banquet an address will be delivered by Mayor J. G. Stewart of Cincinnati. Wednesday morning, addresses will be delivered by Insurance Superintendent Bowen of Ohio, Vincent Cullen, New York, president National Surety, and H. K. Schaffler, New York, assistant general manager, National Board. Installation of officers will follow. An entertainment feature will be a tour of Akron industries.

T. H. Everhart, superintendent of schools, Ada, O., for eight years, has entered the business in Findlay, O.

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Lay Michigan Rally Plans

Expect Big Turnout at Muskegon Annual Gathering of Agents Association

LANSING, MICH.—With membership at an all-time peak and interest high in organization affairs, the Michigan Association of Insurance Agents anticipates its most successful and best attended annual convention Oct. 4-5 at Muskegon. Headline speakers already assured for business sessions include W. H. Menn, chairman executive committee National Association of Insurance Agents; A. R. Menard, assistant director Business Development Office, New York, and Julian Harvey, director bureau of conservation, New York department of public safety.

Efforts are being made to provide material of genuine value to agents in smaller communities, with less stress on problems of agents in larger urban centers. The association has been expanding chiefly in smaller towns with organization of several local boards which either serve a group of small communities or two or more neighbor towns. Much of the new membership, therefore, is represented by these agents.

Mr. Menn is expected to bring a picture of the National association's program for the coming year, particularly emphasizing activities providing the theme for the Michigan meeting. Mr. Menard will talk on the B. D. campaign, which has been successfully carried on in this state and will be continued in the coming year.

W. O. Hildebrand, association secretary, has been working with the Muskegon convention committee and has received many requests for reservations. Convention headquarters will be the Occidental Hotel. It is anticipated attendance will be 200 to 300.

Milwaukee Board in Meeting

Gottschalk Remains as President—Other Officers to Be Re-elected—Members Are Admitted

MILWAUKEE—Val Gottschalk, president Milwaukee Board of Fire Underwriters during the past year, was renominated for the same post without opposition at the September meeting. Ralph Martin, vice-president, and W. F. Lynch, treasurer, also are slated for reelection. Nominated for directors for three-year terms were R. E. Brandenburg, Elson Weil and R. J. Schauer, South Milwaukee. Monroe Porth was nominated for the unexpired term of Joseph Williams, who resigned following his recent retirement at the Northwestern National.

The fire board elected to membership Karl Burger, J. D. Kutchera, J. W. Buellesbach, I. W. Illing, F. D. Cardinal and J. M. Scherwenka. Solicitors appointed were R. F. Borst, H. C. Ruenzel, C. J. Karst, R. P. Crowley, F. H. Dallman, A. F. Greenwood and J. A. Bock.

Plans were discussed for participation in the National Association of Insurance Agents convention at St. Paul and the annual meeting of the Wisconsin Association of Insurance Agents at Sheboygan, Wis., Oct. 6-7.

Under direction of the office committee of the Milwaukee Board of Fire Underwriters, satisfactory progress is being made in compiling a new statistical filing system of all persons licensed to solicit business in Milwaukee county. The committee, headed by Ralph Martin, reported satisfactory cooperation of

companies in supplying the board office with statistical information of the individuals. The purpose of the survey, according to President Val Gottschalk, is to gather complete information concerning office and company affiliations of individuals licensed in the county.

List Companies Not Complying with Clearance

DETROIT—In connection with the clearance rule adopted by the Detroit Association of Insurance Agents, the grievance committee has prepared and distributed a list of companies whose agency appointments are not in accordance with the ruling. At a meeting of directors of the association, they ordered that members shall discontinue representing these companies as soon as possible, but not later than Dec. 1, on penalty of immediate suspension.

Fire companies listed are: National Union, Sun, Firemen's of Newark, General, Trieste and Venice of Italy, London Assurance, Hanover, Western, Dearborn National, Eureka-Security F. & M., Indemnity Marine, Dubuque F. & M., and Caledonian. Casualty companies are: Commercial and Metropolitan of the Loyalty group, General Accident, New Amsterdam, Seaboard Surety, Western Casualty & Surety, Inland Bonding, Massachusetts Bonding, Ohio Casualty, and Fidelity & Casualty.

Iowa Independent Adjusters Elect Marolf President

DES MOINES—The annual meeting of the Iowa Association of Independent Insurance Adjusters held here developed into a regional conference with seven states represented.

The organization was formed last November and is an affiliate of the National Association of Independent Insurance Adjusters.

President A. M. Foley of the national association attended from South Bend, Ind., discussing a code of ethics. A state constitution and by-laws drawn up at the first meeting were adopted, conforming to the national association's laws. There also was discussion of changes made by the American Bar Association, and a round-table on a code of ethics was held.

George Marolf, Mason City, was elected president, succeeding H. E. Kopf, Davenport. Marolf was vice-president, and was succeeded in that capacity by J. D. Randall, Cedar Rapids. J. L. Hill, Des Moines, continues as secretary-treasurer.

Out-of-state guests included Ross Whitney of Whitney & Miller, Chicago; O. H. Shade, Mitchell, S. D.; Harold Carroll, Minneapolis; R. T. Gustafson, Omaha, and Bert Strubinger, St. Louis.

Detroit Agents Association Sponsors Three Courses

DETROIT—For the third consecutive year the Detroit Association of Insurance Agents is sponsoring a series of insurance courses at Wayne University for beginners, newer agents, solicitors and girls in insurance offices who wish to learn fundamentals of the insurance business. Courses are supervised by the committee on publicity and education, of which H. Thompson Stock, Stock agency, association treasurer, is chairman.

The fire course is to be given Wednesday evenings from 7 to 9 p. m. and started Sept. 21. Mr. Stock is instructor. The new Michigan Inspection Bureau rule book and special text prepared by Mr. Stock will be used.

Harold Reinhold, superintendent bonding department U. S. F. & G. branch, will instruct in the casualty,

fidelity and surety course Fridays from 7 to 9 p. m. starting Sept. 23. A third course covering the entire insurance field, including life, is instructed by Mr. Stock and is also given Friday evening from 7 to 9 starting Sept. 23. Each course lasts 17 weeks. The fee for each course is \$10.50 with enrollment at the university.

Farm Agents Have Stimulating Illinois Parley

Nearly 100 attended a special meeting in La Salle, Ill., the other day for farm agents. The meeting was called at the request of the Illinois Farm Agents Association. Company executives that were there say that it is the best farm agents meeting that they have ever attended. It is likely that further meetings of this kind will be held. Farm State Agent W. J. Benz of America Fore presided. He is in charge of the farm Business Development work in the state.

Speakers included Rush Carter, farm manager Aetna Fire, who discussed the difference between stock and mutual propositions; Charles Kepner, local agent of Rochelle, Ill., who discussed the coverage in the farm policy; C. E. Parks, farm manager National Fire and president of the Farm Underwriters Association, who told of some of the changes in the farm rules that are contemplated; C. L. Bloom, farm manager Commercial Union, chairman public relations committee of the Farm Association, who requested agents to send to the Business Development Office any useful material that they find, and Dan Harrigan, state agent St. Paul F. & M., who is general chairman of Business Development work in Illinois.

Agents present represented 20 counties and 42 towns. After the speaking program was completed, Mr. Benz took charge of a period devoted to general discussion.

Minneapolis Women Meet

MINNEAPOLIS.—The Minneapolis Insurance Women's Association opened its fall activities with a dinner meeting, the speaker being C. D. Van Wagenen, National Union Fire. Fern Harrington, president, St. Paul Association of Insurance Women, told about plans for the National Association of Insurance Agents' convention at St. Paul next week.

Brief Minnesota Meeting

ST. PAUL.—Owing to crowded conditions at the Saint Paul Hotel, due to the National Association of Insurance Agents meeting that week, the annual meeting of the Minnesota Association of Insurance Agents has been switched to the Ryan Hotel. This meeting will be held Tuesday morning, Sept. 26, 9:30 a. m. to noon, and will be confined to reports of various committees, general discussion and election. At the conclusion, members will have luncheon at the Ryan, the speaker being J. K. Boyce, member executive committee National association for Texas.

May Amend Agents Law

J. O. Brown, chief of the license bureau of the Illinois department, is preparing to hold some conversations with committees from the Illinois Association of Insurance Agents and Illinois Insurance Brokers Association in an endeavor to reach an agreement as to recommendations that will be made for changes and additions to the Illinois agents and brokers licensing law at the January session of the legislature. Earlier this year Mr. Brown visited the New York and Pennsylvania departments, getting acquainted with the operation of the licensing and qualification laws of those states. After he returned, he recited some of his observations at

of the mid-year meeting of the Illinois Association of Insurance Agents. Apparently the department intends to sponsor amendments to the agents and brokers law and he wants to get the ideas of the producers.

Central States to Be Host

At the forthcoming annual meeting of the Kansas Association of Insurance Agents at Wichita the Central States Fire of that city, an affiliate of the Phoenix of Hartford, will be the host at a smoker the evening of Oct. 5. The Wichita Insurers Association will be the host at a dinner at 6 p. m. that day to the state association executive committee, past presidents and life members.

Offering Night Courses

The extension division of the University of Wisconsin, Milwaukee, is offering two courses of evening classes starting this month. Casualty insurance, Part 3, to continue 26 weeks, started Sept. 19, classes being Mondays from 7:15 to 9 p. m. Fire insurance, part 2, for 26 weeks will start Sept. 23, being held Fridays from 7:15 to 9 p. m.

Mutual Men in Outing

The "1752" Club, organization of mutual field men, held its fall outing at Hyperion club in Des Moines. Golf was followed by dinner, a smoker and entertainment.

Nebraska's August Losses

LINCOLN, NEB.—Fire losses reported to the state marshal for August totaled \$297,427, \$88,000 over a year ago. July, with 142 fires and losses of \$329,000, is the year's record. Losses on buildings for August were \$109,100, personal property \$188,327. Fifty-three farm fires caused a total loss of \$70,663.

New Central Neb. Officials

A. I. Peterson, chief of the Minden, Neb., fire department, was elected president, and Theodore Etherton, also of Minden, secretary of the Central Nebraska Firemen's Association.

Wichita Women Meet

The women's auxiliary of the Sunflower Puddle of Blue Goose had a large attendance at the fall luncheon bridge in Wichita. Mrs. W. F. Ehret is president, Mrs. L. T. Stubbs vice-president and Mrs. Ralph Mills secretary-treasurer. The next meeting will be Oct. 6 during the convention of the Kansas Association of Insurance Agents. It will be a joint luncheon-bridge with the newly organized Insurance Women of Wichita, at which visiting ladies attending the convention will be guests. The Blue Goose Auxiliary will be hostesses for the afternoon.

F. H. Hawley Wins Golf Trophy

In the seventh annual golf tournament by the men of the home office of the Ohio Farmers, LeRoy, Ohio, President F. H. Hawley, with a low net of 67, won the trophy. Paul Heck had a low gross of 84; with Tom Rowe and Harold Yergin tied as runner up with 85. Others awarded prizes were: Robert Hyde, James Brown, Porter Crawford, John Armstrong, R. G. Beesley, Paul Wertenberger, E. D. Day, C. E. Curtis, Tom Wood, Arthur Carrier, C. Foster, and Bruce Walker. Nearly 50 men participated. Prizes were awarded at the chicken dinner served after the tournament.

Crop Insurance Mutual Fails

R. B. Thompson, president Sowers Plan Crop Insurance Mutual of Topeka, Kan., obtained a receivership in Shawnee county district court. Joe Nickell, Topeka attorney, was appointed receiver. The mutual insured wheat exclusively on a cost of production basis, had approximately 3,600 policyholders, of whom more than 3,000 had losses which averaged about \$1,000 per policy. Assets amount to \$220,000, in the form

of premium mortgage lien notes on wheat crops insured. About 95 percent of premiums received were in the form of these mortgages. Liabilities amount to \$270,000, which is entirely the amount of adjusted, approved claims for losses, according to the receiver. Thompson said it is possible to insure against natural hazards but not against price hazards when the government interferes with normal function of supply and demand. Commissioner Hobbs said the failure was an example of inadequacy of the insurance law.

To Start Pittsburgh Classes

PITTSBURGH.—Insurance classes sponsored by the Insurance Club of Pittsburgh in cooperation with the Pittsburgh board of public education will be held in the Frick training school, Oakland, during the fall, winter and spring, beginning Oct. 10. A program is being worked out by W. M. Reid, of Wallace M. Reid & Co., chairman of the club's activities committee, and H. S. Bepler, general agent Virginia F. & M. and Manhattan F. & M., club president.

Bower Addresses Credit Men

H. M. Bower, treasurer Employers Mutual of Wausau, Wis., spoke on "The Problem of the Idle Dollar" at the annual conference of the Wisconsin and Upper Michigan Association of Credit Men in Milwaukee.

Arrange for Kewanee Outing

The Underwriters Association of Kewanee, Ill., is making extensive arrangements for its fifth annual field day and golf tournament at the Midland Country Club, four miles south of Kewanee, Oct. 6. C. W. Dean is secretary of the organization and insurance men in general are invited to participate.

Mutuals' Officials Compete

WAUSAU, WIS.—Officials of the Employers Mutuals of Wausau and Hardware Mutuals of Stevens Point, Wis., held their annual golf competition at the Wausau Country Club course. The six foursome tournament ended in a victory for the hosts. Following the golf game other officials of both companies joined in a victory dinner at the club house. The tournament and dinner is a four-year tradition, and this year's result evens up the score between the two teams.

Lay Plans for Wichita Rally

The September meeting of the Wichita Insurers was taken up largely by committee reports on the Kansas Association of Insurance Agents convention to be held in Wichita Oct. 5-7. Elmer Beezley, general chairman, made detailed report. C. J. Slawson reported on golf, A. E. Small on registration, B. E. Chapell on publicity, and J. H. Burns, Jr., on entertainment. The program has been completed by Frank T. Priest. One of the largest and best conventions in the 18 years of the Kansas association is expected.

Protest Wisconsin Practice

MADISON, WIS.—Representatives of fire companies and mutuals doing business in Wisconsin attended a hearing before Commissioner Mortensen on a protest against a practice of the General of Seattle which is alleged to amount to a reduction in premium rates below the rating schedules. The General writes a five-year policy at a 20 percent discount on the annual rate. The premiums, however, are said to be collected in yearly installments which it is charged amounts to writing an annual policy on a five-year premium rate. Commissioner Mortensen reserved opinion.

Pontiac, Mich., Agents' Picnic

PONTIAC, MICH.—Progress made by the Michigan department the past two years and improvements inaugurated for benefit of policyholders and agents were reviewed by Commissioner Gauss at the eighth annual picnic of the Pontiac Association of Insurance Agents.

Commissioner Gauss was introduced by W. O. Hildebrand, field secretary of the state association. H. M. Thatcher, agency, president of the local board, presided. A kickers' handicap golf tournament was held in the afternoon under direction of G. F. Whitfield. Over 110 agents, field men and their wives attended a dinner and dance. Mr. Thatcher headed the arrangement committee, aided by G. F. Whitfield and Ethel Van Hecke. The field men came from Detroit in a body following the meeting of the Michigan Fire Underwriters Association.

Mayfield Relected President

FLINT, MICH.—James E. Mayfield was reelected president of the Flint Association of Insurance Agents at the annual meeting. Edward Gibbs was reelected vice-president. Claude Hommes was chosen secretary-treasurer, succeeding H. H. Handley. Committee chairman reported on the year's work.

Gary, Ind., Talks Are Arranged

J. A. Bawden, Springfield F. & M., chairman speakers bureau of the Indiana State Fire Prevention Association, reports 98 talks have been arranged for the Gary inspection to be made shortly. Talks will be made in public schools.

Plan Model Fireworks Law

LANSING, MICH.—Michigan's fireworks control law, credited with virtually eliminating losses from this source, may be broadened by the legislature if E. J. Burrill, assistant state fire marshal, has his way. Mr. Burrill has completed work, with fire marshals of Indiana, Iowa and Illinois, on a model act which is to be submitted in these states. The act would stiffen the law against bootlegging fireworks. Persons granted permits for displays would be required to post \$500 bonds against possibility of damage. The state would be empow-

ered to seize fireworks stocks found in any store in the state without necessarily proving an actual sale. The fire marshals also will propose bills setting up stricter regulations for control of bulk storage of gasoline and fixing limit of 6,000 gallons for storage capacity of ordinary retail gasoline stations.

Pontiac Agency Entertained

PONTIAC, MICH.—The Royal-Liverpool group entertained officers and employees of Thatcher's, Inc., general agency established in 1853, at a luncheon in celebration of the 45th anniversary of the agency's affiliation with group. H. H. Thatcher, president, and Mrs. G. G. Thatcher, vice-president, received an inscribed electric clock from E. R. Hubbell, state agent for the companies.

Toledo Agents Support Eddy

The Toledo Association of Insurance Agents was among the first civic group to adopt a resolution supporting John N. Eddy, city manager, when efforts to oust him were introduced in city council. A \$9,000,000 lake water project being undertaken by the city, which engaged Chicago engineers, is believed to be one of the reasons for attacking the manager.

May Stop Hydrant Service

MASSILLON, O.—Failure of the city to pay a \$104,899 bill for rental of fire hydrants to the Ohio Water Service Co., may lead to abandonment of this service, with filing of a petition by the water company with the state public utilities commission, asking authority to cease furnishing water for hydrants until some settlement of the bill is reached. Mayor Richard Johns declared no money was available to meet the obligation. A two-mill operating levy was rejected by voters at the August primary election.

IN THE SOUTHERN STATES

Program of Tennessee Agents

Annual Meeting of the State Association Will Have Excellent Schedule at the Memphis Convention

The program for the annual meeting of the Tennessee Association of Insurance Agents to be held at the Peabody hotel, Memphis, Oct. 13-14, is announced. The theme of the convention is "Green Grass Is Under Your Feet." The program is as follows:

October 13

Everybody's day, public sessions, exclusively stock insurance.

Presentations of National Flag, gavel, invocation, etc.

President's annual address, Will S. Keese, Jr., Chattanooga.

Keynote: "The Blue Button Vision," Addison Sessions, Okmulgee, Okla.

"The Time Has Come," Sidney O. Smith, Gainesville, Ga.

Afternoon Session

Administration report, W. D. Pettigrew, Knoxville.

Business Development Office address, Albert Menard, New York City.

"The Tennessee B. D. O. Program," Robt. M. Simmonds, chairman.

Round Table Discussion B. D. O., A. R. Menard and R. M. Simmonds, joint chairmen.

Just Among Friends, informal introductions, etc.

7:00 p. m.—Banquet.

October 14

Executive session for agents.

7:00 a. m.—Group breakfast for exchange officers and delegates interested in learning what towns are doing, led by Mark Bradford of Nashville.

a. Roll call of the exchanges.

b. Unfinished business.

c. New business:

1. Association management and operations.

2. Insurance problems and competitive evils.

3. Rates, rules, forms, etc.

4. Unusual methods used successfully to sell insurance.

5. Contest: What Is the Craziest Insurance You Ever Sold?

6. Discussion: The sky's the limit.

What's on your chest?

d. Closing business of the convention.

e. Election of officers.

Mizelle Relected President of Birmingham Agents

The Birmingham Association of Insurance Agents reelected W. R. Mizelle of R. A. Brown & Co., president for another term. Other officers are John H. Cobbs of John G. Smith & Co., vice-president, and Ed S. Moore of the Moore Agency, secretary-treasurer.

President Mizelle reported two particular achievements during his first term, amicable settlement of differences whereby the Pearl was enabled to rejoin the Alabama Inspection & Rating Bureau, thus avoiding a possible rate war, and securing an automobile safe driver reward plan for Birmingham instead of a rate increase as proposed by the National Bureau of Casualty & Surety Underwriters. Under this plan drivers with clear records are able to obtain casualty insurance at an actual reduction.

Southeastern Underwriters Discuss Cotton Cover

The principal subject before the executive committee of the Southeastern Underwriters Association, which met in New York City, attended by members of the committee and also officers of member companies of the association, was the endorsement on policies covering cotton in warehouses for which insured warehouse receipts had been given. Since this endorsement was adopted by

the Texas Board of Insurance Commissioners and also by the Southeastern Underwriters Association, there has been a difference of opinion as to whether a company would be liable for loss of such cotton which had actually been removed from the warehouse before the fire. No agreement was reached at the meeting. If a decision had been made, it would have a bearing on the rates which should be charged. Cases have arisen in the south where a large amount of cotton had been stolen from a warehouse before it burned. If the fact that this cotton was not burned would relieve an insurer of liability to holders of warehouse receipts for its loss, a lower rate would apply than if the insurer against fire also in effect was an insurer against theft.

Names Alabama Chairmen

Joe Bullock, president Alabama Association of Insurance Agents has appointed the following committee chairmen: Arthur Mead, Montgomery, legislative; A. A. Adams, Jr., Birmingham, grievance, and M. S. Baum, Montgomery, accident prevention. W. R. Mizelle, Birmingham, is chairman executive committee, this being an elective office.

Virginia Delegates to St. Paul

The Virginia Association of Insurance Agents will be represented at the National association meeting in St. Paul by J. D. Ewell, president; Stuart Ragland, chairman of the executive committee, and Oscar H. West, state manager. W. O. Wilson, past president of both associations, will also attend. He will preside over the national past presidents' meeting.

Conduct Richmond Survey

A special committee of the Richmond, Va., local board is making a survey of the city's insurance with a view of improving the present coverage. The committee comprises D. C. Hancock, chairman, J. D. Ewell, W. R. Walker, E. T. DeJarnette and Stuart Ragland. Several company representatives are assisting the committee.

Texas Has Large Membership

The Texas Association of Insurance Agents closed its fiscal year, Sept. 1, with 1,045 members, the largest in its history.

West Virginia Figures

August fire losses in West Virginia were \$225,209, an increase of \$91,472 over last year.

Named by Charter Oak

NEW ORLEANS—Sinclair Incorporated, a newly organized Louisiana fire office with headquarters in the Masonic Temple here, has been appointed Louisiana general agent for the Charter Oak Fire. F. W. Sinclair, Jr., is president; R. Kirk Moyer, vice-president, and D. J. Egan, secretary-treasurer.

Oklahoma City Women Meet

The season opened for the Insurance Women's Club of Oklahoma City, with a meeting. The main objective announced for immediate activities is an intensive membership drive, to be launched shortly after the next meeting.

Delegation to St. Paul

The Alabama delegation to the St. Paul convention of the National Association of Insurance Agents will consist of Joe Bullock, Mobile, president Alabama association; Ed S. Moore, Birmingham, secretary; Charles Morris, Tuscaloosa,

In New Post



RAYMUND DANIEL, Atlanta, Ga.

Raymund Daniel, who for many years has served as associate editor of the "Insurance Field," with headquarters at Atlanta and is held in affectionate regard by all who know him, becomes executive secretary of the Industrial Insurers Conference, thus passing out of newspaper work that has engrossed his attention and talents for so long. He is well equipped for the responsibilities he is assuming. His office will be in Atlanta.

vice-president, and John H. Cobbs, vice-president Birmingham association. Charles L. Gandy, former president National association, also may find it possible to attend although he is uncertain now.

COAST

Big Delegation from Coast

W. H. Menn, Slated for National Agents' Association Head, Leads Party of 20

Headed by W. H. Menn of Los Angeles, slated to become president of the National Association of Insurance Agents at the St. Paul meeting, and D. B. Goldsmith, San Diego, president California Association of Insurance Agents, 20 Californians will attend the annual convention.

In addition to Messrs. Menn and Goldsmith, those in the party will include Elmer White, Oakland, vice-president of the association; G. C. Appleton, Fresno, national councillor; Preston Snook, president Oakland Association of Insurance Agents; Herbert Clark, president East Bay Association of Insurance Agents; Harry Perk, Jr., president Los Angeles Insurance Exchange; L. W. Heringer, president Sacramento Insurance Exchange; P. S. W. Ramsden, Oakland; Harold McGee, Los Angeles; Everett Charlton, Los Angeles; W. B. Glassick, Hollywood; Francis McDowell, Riverside; W. P. Welsh, Pasadena; Evert Goodwin, San Diego; Harvey Sparrow, San Rafael; Hal Harvard, San Jose; Eugene Battles, Los Angeles; C. W. Carpenter,

Petaluma; and Frank Colridge, executive secretary California association.

R. L. Ellis, assistant vice-president Firemen's Fund group, also will attend. Delegates from the northern section of the state will leave their headquarters Sept. 23 and will be joined at Ogden, Ut., by delegates from the southern section. President Goldsmith is on a business trip to the eastern insurance centers and will go direct to St. Paul.

While the delegates are taking the "mileage cup" of the National association to St. Paul with them, indications are that with such a large delegation, they again will bring it to California on their return.

WASHINGTON DELEGATION

SEATTLE—On to St. Paul next week to attend the meeting of the National Association of Insurance Agents will go from the Washington Agents League Harry Paxton of Walla Walla, president; Irwin Mesher of Seattle, executive secretary; H. T. Anthony of Spokane, chairman executive committee, and W. C. Meek of Seattle, president King County Insurance Association.

New Mexico Agents Program

Annual Meeting Scheduled To Be Given at Santa Fe Friday and Saturday of This Week

The program for the annual meeting of the New Mexico Association of Insurance Agents to be held at the La-Fonda hotel, Santa Fe, Sept. 23-24 is announced. Howell Earnest of Santa Fe is president and Mrs. Nan Kaufmann of Silver City is secretary-treasurer. The program is as follows:

Friday, Sept. 23

Call to order by Postelle Cooper, Deming, National Councillor.

Invocation.

Address of welcome by Manuel Lujan, Santa Fe.

Response to welcome by Thornton Seligman, Albuquerque.

Reports.

Minutes of 1937 convention at Carlsbad.

Report of secretary-treasurer.

Report of administration.

Address by William Quaid, executive vice-president of Gibraltar Fire & Marine, "Some Thoughts About Our Business."

Address by George W. Kemper, Fireman's Fund Indemnity, "Accident and Health Insurance—an Agency Bulwark." Adjournment for lunch.

Afternoon Session

For local agents only.

Committee meetings.

Qualification Law vs. Declaration of Guiding Principles.

100 percent affiliation with National Association of Insurance Agents.

Changes in Constitution and By-Laws Separation.

Report of Auditing Committee.

Report of Resolutions Committee.

Saturday, Sept. 24

Business Development program sponsored by the Agency Advisory Committee of the Rocky Mountain Fire Underwriters' Association, Denver.

1. Outline of capital stock, fire insurance and local agency service.

2. The vulnerable position of non-stock carriers.

3. Security.

4. Non-stock fire organizers.

5. Non-stock propaganda.

Montana Bridge Insurance Issue Is Very Live Issue

HELENA, MONT.—Hearing on the petition of State Highway Commissioner John M. Wheeler of Billings for an injunction to prevent payment of \$120,000 of premiums on a \$12,000,000 insurance policy covering state owned highway bridges has been postponed to Sept. 22. Judge Besancon states that the hearing will be on the merits of the case on the question as to whether the requested permanent injunction would be issued. Several sharp exchanges between E. S.

Booth, representing Commissioner Wheeler; E. A. Peterson, representing the state highway commission which intervened just prior to the start of the hearing, and J. G. Brown, attorney for the Minneapolis Fire & Marine, which previously had been granted permission to intervene, marked the court session.

Colorado Agents Act on Improper Agent Licensing

DENVER.—After much litigation during the past year, the Denver and Colorado Associations of Insurance Agents succeeded in filing their original "statement of facts" on improper licensing of insurance agents, by reducing the complaint to a short letter. This was filed with and accepted by Commissioner Cochran as the direct complaint of local agents. The letter, addressed in part reads:

"1. Under the insurance laws of Colorado, a person desiring to enter the insurance business, and be licensed by the state must file a qualification report, and the company for which the applicant desires to act as agent must certify to this report, and in the case of a fire company, show that the agent is authorized to issue and sign policies.

"2. It has been the practice of the insurance department to issue such licenses when the above formalities have been complied with.

"3. As a result of this practice, there are persons licensed (a) with the purpose of obtaining a rebate on their own insurance or on the insurance of their associates or employers, and (b) who are particularly dangerous to the insuring public because they are completely unqualified.

"While the undersigned associations have realized that these conditions existed for a number of years, the situation has now become such that we re-



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spectfully request a more thorough investigation of the qualifications of applicants with the view toward eliminating those incompetent to properly care for the insuring public and grant the undersigned a hearing for the purpose of devising ways and means of carefully investigating applicants."

Mr. Cochrane gave the question immediate attention and promised a hearing at once. A ruling was issued which places future regulations of agent licensing directly on companies' shoulders. This ruling, which was mailed to 450 insurance offices, contains a copy of the agents associations' letter, and states that the matter can be most effectively handled by the company. It is requested the companies take such action as circumstances warrant, and immediate attention be paid to it.

Suit for \$135,000 Against Union Men Being Watched

PORTLAND, ORE.—Insurance men are watching with interest a case brought by the Salem (Ore.) Box Factory against the Portland and Salem locals of International Brotherhood of Teamsters, Chauffeurs, Stablemen & Helpers of America and five members, attempting to recover \$135,346.38 damages as result of burning the plant. The five men implicated were tried and convicted of arson. Only one man, Al Rossner, is trying to appeal his case to the supreme court. The U. S. Epperson Underwriters paid \$28,000, a loss which was total. It was reported the underwriters waived subrogation rights and the suit is being entirely handled by the assured. The Salem box factory also is attempting to collect \$20,000 under a riot and civil commotion policy.

Suit against the union is being handled by Oscar Hayter, attorney of Dallas, and Rhoten & Rhoten, Salem attorneys. Fire spread to the adjoining Copeland Lumber Company's yard, which suffered \$31,000 loss. Adjustment was handled by Harry Randall, independent adjuster of Portland, for the Pearl. This company has taken no action as yet against the Union.

Seattle Society Meets

SEATTLE—The Insurance Society of Washington held its first fall meeting this week. R. C. Jenner, president, presided.

Fire Chiefs Elect Hutton

PENDLETON, ORE.—The Oregon Fire Chiefs Association elected Harry Hutton of Salem as its new president and will meet in annual session at Portland next year.

Report Wide Hail Loss

BUTTE, MONT.—Montana has suffered extensive losses on account of hail storms. The heaviest losses occurred near Cutbank and Pendroy. Most companies writing hail insurance in Montana reported there was a bumper crop and their hail writing has been larger than for many years.

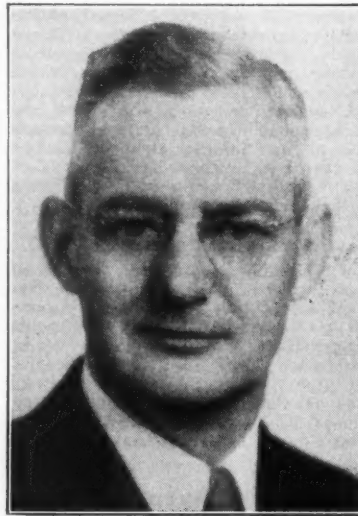
Quaid on Long Trek

William Quaid, vice-president of the Home of New York group, who attended the Wyoming convention of insurance agents, at Casper, Wyo., made a short trip through Montana, visiting the Great Falls office and continuing on to Anaconda to attend the Montana agents convention.

Hold Crop Cover Conference

SPOKANE, WASH. — The Pacific Coast states regional conference of federal crop insurance was held here this week. R. L. Suppes is regional field representative of the Federal Crop Insurance Corporation in the territory. State crop insurance supervisors, field representatives, coordinators and administrators from Washington, D. C., Kansas City and Minneapolis met the first day. A general meeting was held

New President



WARD H. COBLE, Bend, Ore.

Ward H. Coble of Bend, Ore., newly elected president of the Oregon Insurance Agents Association, received his first appointment as agent in Bend in 1911. It was a small town of 400 population, situated 100 miles from the end of the railroad. The appointment was made by David Atkinson, dean of fire insurance field men in the state who was state agent of the Northern Assurance. Mr. Coble had just graduated from the law school at the University of Kansas.

After some eight years in Bend he moved to Portland, joining the agency of Dooley & Co., one of the largest in the city. He remained there for 11 years. After a brief career in the oil business in Oklahoma, he returned to insurance and in company with his brother-in-law, F. R. Prince, purchased the Lumbermen's Insurance Agency at Bend from the Lumbermen's National Bank. Under his management the agency has had a great growth. It is one of the largest agencies outside of Portland. He served for four years on the executive committee of the state association. He has been active in local civic affairs. He is secretary and treasurer of the Bend Golf Club. Another hobby is aviation. In July of this year he made a vacation trip of over 8,000 miles by air across the country.

The Lumbermen's Insurance Agency has F. R. Prince, president; Mr. Coble, vice-president and manager, and Helen McCabe, secretary and treasurer.

the second day, attended by county crop supervisors from the wheat-growing counties of Washington, Oregon and Idaho; farmers, grain dealers, warehousemen and others interested in the wheat program.

Two Members Admitted

SAN FRANCISCO—A. E. Doassans and S. O. Samuels have been admitted to membership in the Society of Insurance Brokers. M. A. Rogers has resigned, Wm. Nankervis, secretary, announced.

Rossi Joins Insurance Firm

SAN FRANCISCO—C. A. Rossi, son of Mayor A. J. Rossi, has become identified with the insurance brokerage firm of Thomas Magee III and W. W. Ickes, which is expanding its operations and taking large quarters at 221 Sansome street. The firm, which is a member of the Society of Insurance Brokers, is composed of Thomas Magee III, nephew of W. A. Magee, who is president of Thomas Magee & Sons, one of the oldest realty firms in San Francisco. Mr. Magee is a graduate of the University of California and Oxford, Eng-

land, where he majored in law. Mr. Ickes is particularly well known in life insurance circles, having served as manager of the California-Western States Life in this city. He has also been prominent in insurance brokerage circles.

Mr. Rossi has had experience in the field of insurance brokerage during the past year. He was formerly associated with his father in the floral firm of Pelicano Rossi.

Brokers Exchange Changes

A. I. Block and F. W. Muller have applied for membership in the Insurance Brokers Exchange of San Francisco and two names have been removed from the roster, James A. Sorensen, by death, and Ray Bacchi, resignation. Membership of J. V. Fitzgerald & Co. has been changed to Fitzgerald, Bonney & Traxler, and that of Seidkin & Levin changed to individual memberships.

Pasadena Association Elects

The Pasadena Association of Insurance Agents has elected A. F. Sadler, president; Raymond Paine, vice-president; Cyril W. Williams, secretary; Helen Thomas Barnhizer, treasurer; J. T. Cox, Harry Hammond and E. M. Harkness, directors.

Humphreys Agency Named

The Thomas V. Humphreys general agency of Los Angeles has been appointed California general agent for the National Fire & Marine, succeeding Edward Brown & Sons of San Francisco. The Humphreys general agency now represents 12 companies.

May Quit Self-Insuring

SEATTLE, WASH.—The city of Seattle, heretofore a self-insurer, is expected to turn to recognized carriers for protection. The city council finance committee recommended that public liability insurance be purchased on the stadium auditorium and ice arena. In the past the city has been paying liability claims out of the general fund.

Insurance Women Active

J. P. Cuneo, San Francisco broker and president National Archery Association, addressed members of the San Francisco Insurance Women's League on "Archery." Educational activities of the league included a talk by E. W. Swingley, Ocean Accident, on fidelity, and a discussion of inland marine is scheduled for Sept. 29 by Harold F. Gardner of the Commercial Union group. L. F. Callahan, Fidelity & Casualty, addressed the members last week

on surety. Two new members have been admitted, Geraldine Fitzgerald and Mrs. Helen Page.

California License Granted

License to operate in California was granted to the Jersey of New York, which was formed in August and immediately consolidated with the New Jersey of Newark, the latter company merging its identity in the new organization. Dixwell Davenport, who was general agent in California for the New Jersey, will act in the same capacity for the new company, which will write fire, marine, sprinkler, automobile and miscellaneous.

Weiler Gets 25-Year Medal

A. J. Weiler, general cashier Pacific department Fidelity-Phenix, was the recipient of a gold medal in commemoration of 25 years' service with the company. Presentation was made by Vice-President J. A. Carlson at a luncheon attended by office associates. Mr. Weiler became associated with the company at Chicago in 1913, being transferred to San Francisco in 1916. He is prominent in musical circles of the city, taking an active part in musical and dramatic activities of the Bohemian and Olympic clubs.

Discuss Bills, Rate-Cutting

LOS ANGELES—Twenty-two members of the Southern California Automobile Conference, at a meeting discussed proposed legislation to be presented at the next session of the California legislature, but did not adopt any definite resolutions or take any definite action on the proposed measures.

Rates also came in for some discussion, and particularly the fact that some independent companies were cutting rates prevailing throughout the territory.

Girls Club in Gathering

LOS ANGELES—Nora Peach, president, Gladys Huse, former president, and Olwyn Miller of the Insurance Girls Service Club of Los Angeles, paid a visit to the San Diego chapter's first fall meeting. The local club held a get-acquainted party, with dinner, dancing and cards, following the formal meeting. The officers and directors will hold their regular monthly meeting Sept. 26.

Green, Bolt in Change

C. T. Green, who has been in charge of the Fresno branch of Peckham & Green, Los Angeles adjusting firm, has been transferred to the home office. Ronald Bolt, who has been with the firm ten years, becomes the Fresno head.

EASTERN STATES ACTIVITIES

Shea Reelected in Vermont

Agents' Association Holds Convention at Lake Morey — Several Speakers Heard

OFFICERS ELECTED

President—Harold F. Shea, Montpelier (reelected).

Vice-President—Newton Smith, Brandon.

Secretary-Treasurer—A. C. Mason, Rutland.

LAKE MOREY, VT.—The Vermont Association of Insurance Agents held its annual meeting at Lake Morey in Fairlee with an attendance of about 100 agents and wives.

That oft-discussed topic of meetings of Vermont insurance men, the separation of banking and insurance in the state department, came in for considerable mention. President Shea in his report emphasizing the need of it and the convention passing a resolution in favor of it.

Other points stressed by the president

in his report were the need of revision of existing insurance laws in the state; the question of a "qualification act"; revival of local boards, and the establishing of an insurance course in one of the colleges in the state.

T. Alfred Fleming of New York City, supervisor of the conservation department of the National Board of Fire Underwriters, addressed the convention on "The Relation of Insurance to Credit."

Massachusetts Man Talks

Harvey R. Preston, Springfield, Mass., president of the Massachusetts Association of Insurance Agents, told of the Massachusetts Protective Association and how it helps in meeting the competition of direct writers. Frank W. Brodie of Waterbury, Conn., chairman of the New England advisory board, spoke on the "inside workings" of that board. The president of the New Hampshire association, George E. Clark, brought greetings from his state.

The Maine insurance commissioner, C. Waldo Lovejoy, took for his subject the "Workings of the Agency Qualification Law." Commissioner of Banking and

Insurance for Vermont, Donald A. Hemenway, and the deputy commissioner, Albert D. Pingree, also spoke.

Besides the officers the following committees were chosen:

Executive committee—W. C. Lawrence, Springfield; H. A. Allen, Burlington; S. C. Dorsey, Rutland; John DeWitt, Shoreham; A. W. Hawkinson, St. Johnsbury; George Kent, Barre. Legislative committee—I. Munn Boardman, Burlington; John E. Weeks, Middlebury; M. E. Barber, Wilmington; D. J. Branon, Newport; Fay S. Reed, St. Johnsbury; T. F. Leary, Burlington; L. D. Taylor, Brattleboro; I. J. Davis, White River Junction; Norman M. Atwood, St. Albans; T. C. Cheney, Morrisville; A. R. Maynard, Brattleboro.

E. J. Joseph Well Commended

Resolutions Are Passed at the Annual Meeting of the Pennsylvania Association of Insurance Agents

The Pennsylvania Association of Insurance Agents has passed resolutions commending the work of Deputy Insurance Commissioner E. S. Joseph. The resolutions read:

Whereas, for many years it has been the contention of the Pennsylvania Association of Insurance Agents that a man thoroughly versed in the insurance business should occupy the position of insurance commissioner.

Whereas, E. S. Joseph, a former director and member of this association, was appointed deputy commissioner in 1935, and

Whereas, E. S. Joseph, in his administration of that office, has performed his duties so capably and so fairly to the public, the companies and the agents.

Whereas, E. S. Joseph originated and sponsored the ruling of the department requiring education and experience prior to examination for agents' licenses.

Resolved, that the Pennsylvania Association of Insurance Agents, in convention assembled, express its confidence in this official and its appreciation for the service he has rendered to the insurance business of this commonwealth.

Whereas, the commonwealth of Pennsylvania has shown such a remarkable reduction in motor vehicle accidents during the present year, and

Whereas, this record was achieved largely by the safety campaign initiated by Governor Earle and the governor's safety council and so ably directed by Admiral Foote, commissioner of Pennsylvania motor police.

Resolved, that the approval of this association be voted and assurance given that all the members of the Pennsylvania Association of Insurance Agents will assist in every way to further the safety program now inaugurated.

Under the safety campaign a 50-mile speed limit is being strictly enforced. Violation means 90 days suspension of driver's license.

To Resume Baltimore Classes

The Insurance Society of Baltimore will resume fall and winter classes starting the week of Oct. 17. Classes in inland marine, fire and casualty will be held with members of the society acting as instructors.

Patterson, Curit Elected

PROVIDENCE, R. I.—David W. Patterson has been elected assistant treasurer and controller and Barton F. Curit assistant secretary of the Firemen's and Union Mutual fire companies of Providence to fill vacancies caused by retirement of Charles G. Easton and Carlos F. Hunt. Mr. Patterson formerly was manager of the New England department of Joseph Froggat & Co., accountants. Mr. Curit has been doing engineering and underwriting work with the companies for eight years.

Massachusetts Agents Rally

The Massachusetts Association of Insurance Agents will hold its annual meeting at the Hotel Kimball in Springfield, Oct. 19-20. Insurance Commissioner Harrington of Massachusetts will be the chief speaker at the banquet. Among the other speakers will be Vice-president Spencer Welton of the Massa-

chusetts Bonding and General Counsel John W. Downs of the Massachusetts Insurance Federation. Harvey R. Preston of Springfield is president of the organization. E. J. Cole of Fall River is national councillor.

Suspended N. J. Lawyer

NEWARK — Suspension of Bernard Pearlman of Jersey City from practicing law for one year was directed last week

by the New Jersey supreme court. Pearlman was found guilty on two counts which involved alleged submission to an insurance company of a false statement of injuries to a client in an accident and unauthorized indorsement of the name of William George, an associate attorney in a case on checks in payment of a judgment.

Andrew Stammler, 59, prominent insurance man in Irvington, N. J., died following a long illness.

IN THE CANADIAN FIELD

Casualty Business Grows Fast in Dominion

OTTAWA, CAN.—Volume of casualty premiums written annually in Canada bids fair soon to surpass the fire premiums written in the dominion, according to a statistical study of the insurance department. Comparative figures for two years are: Fire premiums, 1937, \$46,118,794; 1936, \$45,220,899; casualty premiums, 1937, \$35,875,754; 1936, \$31,113,808.

Casualty gained almost \$5,000,000 and fire premiums less than a million. Practically all classes of casualty contributed to 1937 growth. Automobile showed the most pronounced gain. In 1936 total automobile was \$14,800,000 and in 1937 \$17,700,000.

Classification of casualty premiums by nationality of companies shows Canadian organizations to be the principal carriers, if the figures for provincial licensees are included. Native companies are leading writers in automobile, fidelity and surety, burglary and plate glass. However, the proportion of casualty business done by Canadian companies is not as large as appears, since a number of Canadian companies are subsidiaries of British organizations.

Fire Prevention Week

TORONTO—The Dominion government has proclaimed October 9-15 as Fire Prevention week in Canada, calling for inspection of all private and public buildings, fire drills, and special instruction.

New Fire Premium Tax Plan

TORONTO—The Ontario Municipal Association at its annual meeting incorporated in the form of a resolution to be presented to the Ontario legislature, a proposal from the city of Niagara

Fleming Addresses Fire Chiefs

T. Alfred Fleming, director of conservation of the National Board, who spoke at the Vermont local agents meeting at Lake Morey last week, journeyed on to Noranda, Quebec, to attend a joint meeting of the fire chiefs and firemen of upper Ontario and Quebec. Noranda is in the center of the gold, silver and nickel mining industry. Mr. Fleming spoke on "Fire Hazards of the Metal Mining Industry."

Seek to Wind Up Firms

TORONTO—Contending that they have not obtained permission to operate from the province as required under insurance laws, the Province of Quebec is seeking court order to appoint a liquidator to wind up three underwriting firms. J. A. Paradis, assistant insurance superintendent, made application against the Levis-Quebec Underwriters, Reliable Underwriters and St. Jean-d'Iberville Underwriters.

Two Companies' Dividends

British America Assurance declared a semi-annual dividend of 6 percent payable Oct. 1 to shareholders of record Oct. 1. Western Assurance declared a semi-annual dividend of 6 percent payable Oct. 1 to shareholders of record Sept. 27.

MARINE INSURANCE NEWS

Activity in War Risk Market

Rates Changing Rapidly—Lloyds Announce New Minimum Rates on Shipments

Representatives of leading marine offices are conferring daily in an effort to reach an agreement as to what war risk rates are reasonable in view of existing conditions. Rates are being quoted from day to day for steamers sailing within a few days, and in most cases the quotations are for sailings in less than one week's time. Underwriters are reluctant to commit themselves for sailings more than one week in advance. If rates are quoted for later sailings, substantial increases are made. Rates vary to some extent, depending upon judgment of the underwriter, the extent to which they are already committed and to the constantly varying conditions abroad. Their conclusions have no binding effect, but serve as what might be termed "basic advisory rates," a general guide to help underwriters decide what rates should be quoted which would not be entirely out of line with quotations by other offices.

On general cargo and specie to the

United States from Scandinavian countries, Holland and Belgium, the rate quoted within the past few days on shipments by steamers not flying the German or Italian flag range from one-fourth to one-half of 1 percent. Rates on shipments from the United Kingdom and France are somewhat higher, and during the past few days there has been a tendency to increase these rates to about double the rates being charged on above voyages. From Germany, on steamers not flying the German flag, 5 percent has been quoted for some shipments for a full form war risk cover and 1 percent for a cover warranted "free of British or French capture." A rate of 1 percent has been quoted to or from Italy, warranted "free of British capture," and higher rates up to 2½ percent for a full form cover. Other Mediterranean points have taken a rate of 1 percent as a rule.

London Lloyds' Rates

London Lloyds have announced new minimum rates ranging from one-half of 1 percent to 2 percent on all merchandise shipped to and from United States and Canada. The old rates, discontinued last Saturday because of the European crisis, averaged about 1/40th

of 1 percent. War risk coverage on all shipments outward from the United Kingdom to the east coast of the United States and Canada will be \$2.40 per \$480. The homeward rate will be \$4.80. Rates from Great Britain to the Pacific Coast of America will be \$2.40 outward and \$9.60 homeward. The normal rate has been approximately 12 cents to both coasts.

Invoke 48-Hour War Risk Cancellation Clause

Lloyds Underwriters and the American Institute of Marine Underwriters last week reached an agreement to invoke the 48 hour cancellation provision in respect of war risk coverage in gen-

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eral policies covering ocean shipments. Hereafter war risk insurance on ocean shipments will be done "outside." War risk policies will be issued at rates effective at the time of sailing of the ship carrying the insured cargo.

The 48 hour cancellation provision in respect of war risk coverage has been included in marine policies ever since the time of the Italian-Ethiopian war. Previously the cancellation was on a five day basis. The theory is that during peace times, war risk coverage can be written at a lower rate if the underwriters are privileged to cancel in 48 hours, when emergencies arise.

Marine underwriters and brokers in New York handling foreign shipment accounts are studying closely developments in the threatened European war situation as these are set forth in press dispatches and advices had from London Lloyds operators. While tension has been lessened within the past few days it is appreciated conditions are still critical, and underwriting policies are framed in accordance with such belief. Formal notice was given by the American Institute of Marine Underwriters last week that war risk quotations for future sailings were discontinued, and that rates upon vessels sailing on or after September 16 had been withdrawn. Since the latter date rates have been made according to the individual judgment of each writing office. Quotations, however, closely parallel one another, the result of frequent conversations by managers as to changing conditions. All rates quoted are for immediate acceptance and upon steamers sailing within seven days. While the call for coverage upon gold shipments, pronounced ten days ago, has largely subsided. The demand for full cargo protection continues active.

MOTOR

Brokers Exchange Opposes Motor Vehicle Amendment

SAN FRANCISCO—A resolution has been adopted by the governors of the Insurance Brokers Exchange here opposing the constitutional amendment sponsored by the Automobile Club of Southern California and California State Automobile Association. The proposed amendment, which the Exchange calls upon its more than 700 members to aid in defeating, seeks to reorganize the California state department of motor vehicles by setting up a special five-man commission serving ten-year terms at a salary of \$6,000 per year each.

Although it is generally understood insurance interests are opposed to the amendment, this is the first insurance organization officially to take such action. It is understood the Exchange plans to endeavor to enlist efforts of all insurance agents throughout the state in a concerted drive against what it terms the "disruption" of the motor vehicle department, which, in addition to other duties of enforcement, has charge of all safety work throughout the state, including training of drivers, etc.

Companies Preparing Data

OLYMPIA, WASH.—Fire and casualty companies are busy preparing data covering their automobile business in the state of Washington for the three years 1935-1937 as called for by Commissioner Sullivan. The data asked for must be furnished by each individual company under signature of an executive officer. The net premiums written by stock companies on auto risks in Washington last year totaled \$3,914,078 on which losses of 53.6 percent were paid. The figures for the previous year were \$3,216,307 and 1935 \$2,732,754, with losses paid 39.1 and 37.3 percent, respectively.

Carl Steup, instructor in the fire department of the Indiana Inspection Bureau, died Sunday after having suffered for some time from arthritis.



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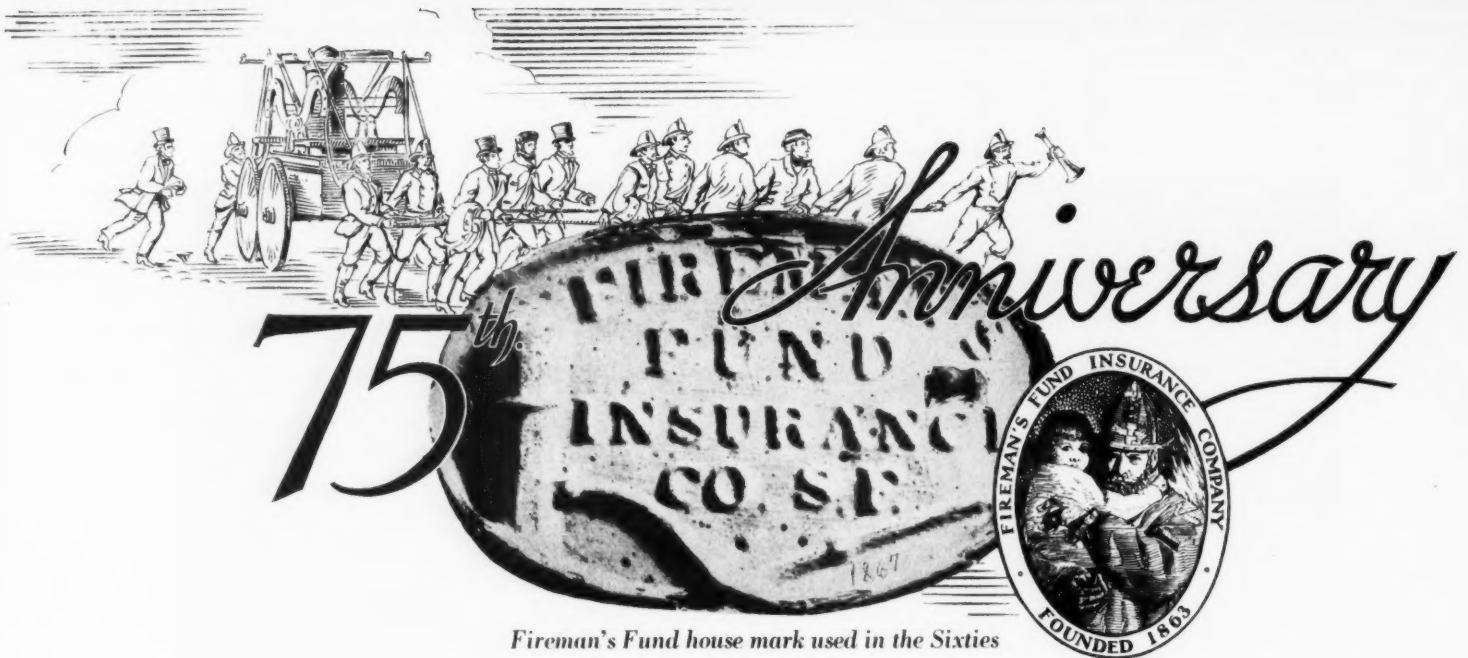
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Fireman's Fund house mark used in the Sixties

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